PRODUCTION

World vehicle production and assembly climb slightly in 1987; total European output rises more than 5.5 percent

	Cars		Trucks*		Total	
	1987	1986	1987	1986	1987	1986
North America						
United States	7,094,992	7,829,697	3,880,342	3,543,168	10,975,334	11,372,865
Canada	809,943	1,073,312	753,967	790,524	1,563,910	1,863,836
Mexico	266,142	187,409	129,116	150,983	395,258	338,392
Total	8,171,077	9,090,418	4,763,425	4,484,675	12,934,502	13,236,701
South America						
Argentina	158,743	140,855	34,573	33,911	193,316	174,766
Brazil	684,022	815,152	216,230	241,180	900,252	1,056,332
Total	842,765	956,007	250,803	275,091	1,093,568	1,231,098
Western Europe						
Austria	6,958	6,801	3,747	4,906	10,705	11,707
Belgium**	277,021	240,580	41,456	54,735	318,477	295,315
France	3,051,830	2,773,094	441,380	421,521	3,493,210	3,194,615
Italy	1,713,300	1,652,452	199,312	179,248	1,912,612	1,831,700
Netherlands	125,000	118,976	26,218	24,531	151,218	143,507
Spain**	1,130,707	1,055,920	301,899	250,724	1,432,606	1,306,644
Sweden	431,777	421,255	70,045	65,897	501,822	487,152
United Kingdom**	1,094,777	973,976	246,727	228,685	1,341,504	1,202,661
West Germany	4,373,629	4,310,828	240,204	267,450	4,613,833	4,578,278
Total	12,204,999	11,553,882	1,570,988	1,497,697	13,775,987	13,051,579
Eastern Europe						
Czechoslovakia#	172,000	186,989	50,000	52,604	220,000	239,593
East Germany#	220,000	218,000	47,000	46,513	267,000	264,513
Hungary#	N.A.	N.A.	13,113	17,000	13,113	17,000
Poland#	500,000	295,300	61,500	60,500	567,500	355,800
U.S.S.R.#	1,200,000	1,326,000	900,000	900,000	2,100,422	2,226,000
Yugoslavia	285,269	239,841	126,324	41,940	411,593	281,781
Total	2,377,269	2,266,130	1,197,937	1,118,557	3,575,206	3,384,687
Asia-Pacific						
Australia**	303,000	337,206	20,500	25,041	323,500	362,247
India	147,952	116,004	138,449	122,834	286,401	238,838
Japan	7,891,087	7,809,809	4,358,087	4,450,008	12,249,174	12,259,817
People's Republic#** of China (PRC)	20,700	10,765	451,300	359,035	472,000	369,800
South Korea	790,743	457,385	186,614	144,163	977,357	601,546
Taiwan**	N.A.	N.A.	N.A.	N.A.	252,518	174,467
Total	9,153,482	8,731,167	5,154,950	5,101,081	14,308,432	14,006,715

NOTE: In some cases, figures are preliminary estimates and subject to slight change. Total may not add because of CKD kits counted by more than one country.
*—Truck figures include buses and commercial vehicles. European truck figures include car-derived vans. U.S. figures include minivans.
**—Includes assemblies. #—Estimates.
SOURCES: Automotive News, AID Ltd., MVMA, JAMA and other trade groups.

World vehicle production and assembly by region — 10 years

	North America	Europe	Asia	South America
1987	12,777,111	17,653,244	13,256,075	1,113,554
1986	13,461,068	16,706,054	13,835,201	1,231,098
1985	14,006,178	15,901,217	12,880,368	1,104,300
1984	13,145,741	15,215,560	11,759,738	977,419
1983	11,015,273	15,682,826	11,486,316	1,055,457
1982	8,734,684	14,787,194	11,047,858	992,709
1981	9,862,814	14,412,699	11,462,754	952,199
1980	9,874,206	15,412,225	11,279,345	1,454,124
1979	13,556,095	16,269,079	9,941,266	1,394,210
1978	15,101,822	16,097,613	9,524,417	1,256,884

Definitions: North America — Canada, Mexico, U.S.; Europe — Western Europe and Eastern Bloc including U.S.S.R.; Asia — India, Japan, Korea; South America — Argentina, Brazil. Totals will not match with other production tables because of CKD kits.

SOURCE: MVMA

1987 Japan car output edges up; truck build lags slightly

	Cars		Trucks		Total Vehicles	
	12 mos., 1987	12 mos., 1986	12 mos., 1987	12 mos., 1986	12 mos., 1987	12 mos., 1986
Daihatsu	141,572	142,064	455,983	460,455	597,555	602,519
Fuji	266,755	287,039	338,502	341,264	605,257	628,303
Hino			65,817	49,983	65,817	49,983
Honda	1,021,895	1,025,403	219,227	210,995	1,241,122	1,236,398
Isuzu	203,930	211,178	337,653	343,722	541,583	554,900
Mazda	853,309	811,371	344,563	384,254	1,197,872	1,195,625
Mitsubishi	594,654	578,642	636,515	599,333	1,231,169	1,177,975
Nissan	1,803,924	1,769,484	422,389	473,511	2,226,313	2,242,995
Nissan Diesel			35,933	32,703	35,933	32,703
Suzuki	296,979	300,604	570,881	571,807	867,860	872,411
Toyota	2,708,069	2,884,024	930,210	976,143	3,638,279	3,866,167
Others			414	707	414	707
Total	7,891,087	7,809,809	4,358,087	4,444,877	12,249,174	12,259,817

Mexican car production soars 42%

	1987	1986
Chrysler	64,208	42,606
Ford	67,578	20,016
GM	32,242	14,280
Nissan	58,461	49,791
Volkswagen	43,653	60,736
Total Cars, Mexico	**266,142**	**187,409**

Top 30 models produced in Western Europe

Mfr.	Model	1987	% Share
VW	Golf/Jetta	1,005,284	8.24
Fiat	Uno	682,260	5.59
GM/Opel	Kadett/Astra	626,938	5.14
Ford	Escort/Orion	620,150	5.08
Peugeot	205	542,646	4.45
Renault	R5	524,873	4.30
Ford	Fiesta	386,619	3.17
Ford	Sierra	380,700	3.12
Renault	R21	367,784	3.02
Renault	R9/R11	366,349	3.00
BMW	3-Series	301,459	2.47
Citroen	BX	292,585	2.40
Fiat	Panda	292,269	2.40
Audi	80/90 Range	290,298	2.38
Mercedes	W124 Range	279,435	2.29
Peugeot	309	272,227	2.23
GM/Opel	Corsa	268,008	2.20
GM/Opel	Ascona/ Cavalier	262,952	2.16
Citroen	AX	240,218	1.97
VW	Polo	232,158	1.90
Mercedes	190-Range	213,767	1.75
Volvo	700-Series	191,400	1.57
GM/Opel	Omega/ Record	188,885	1.55
Fiat	Ritmo/ Tipo/Regata	187,971	1.54
VW	Passat	182,103	1.49
Seat	Ibiza	160,715	1.32
Rover	Metro	158,098	1.30
Volvo	300/480	125,000	1.02
Audi	100/200 Range	115,524	0.95
Citroen	Visa/C15	111,590	0.91

SOURCE: AID Ltd. Reuse or republication without permission is prohibited.

Annual vehicle production — 15 countries; South Korea output swells 62.47%

Country	1987	1986	% of change
Australia	323,500	362,247	−10.70
Belgium	318,477	295,315	7.84
Brazil	900,252	1,056,332	−14.78
Canada	1,563,910	1,863,836	−16.09
France	3,493,210	3,194,615	9.35
Italy	1,912,612	1,831,700	4.42
Japan	12,249,174	12,259,817	− 0.08
S. Korea	977,357	601,546	62.47
Mexico	395,258	338,392	16.80
Spain	1,432,606	1,306,644	9.64
Sweden	501,822	487,152	3.01
U.K.	1,341,504	1,202,661	11.54
U.S.	10,975,334	11,372,865	− 3.50
U.S.S.R.	1,236,422	2,226,000	−44.55
West Germany	4,613,833	4,578,278	0.77
Total	**43,135,748**	**42,977,400**	**0.37**

SOURCE: AID Ltd. Reuse or republication is prohibited.

Japan's standard class car production rises 17.68%

Category	1987	1986
CARS		
Standard	588,575	500,147
Small	7,174,763	7,175,121
Midget	127,749	134,541
Car total	7,891,087	7,809,809
TRUCKS		
Standard	1,277,581	1,346,969
Small	1,492,896	1,559,686
Midget	1,537,623	1,501,011
Truck total	4,308,100	4,407,666
BUSES		
30 passengers & over	16,018	14,561
Under 30 passengers	33,969	27,781
Bus total	49,987	42,342
Grand Total	12,249,174	12,259,817

VEHICLE CLASSIFICATIONS

	Standard (Futsu)	Small (Kogata)	Midget (Kei)
Width	Over 60 inches	Over 48 inches to 60 inches	48 inches or less
Height	Over 72 inches	72 inches or less	72 inches or less
Length	Over 180 inches	Over 120 inches to to 180 inches	120 inches or less
Displacement	More than 2,000cc (for vehicles except diesel)	More than 550cc to 2,000cc (for vehicles except diesel)	550cc or less

SOURCE: JAMA

PRODUCTS/SPECIFICATIONS

1987 U.S. car output drops 9.38 percent to 7.1 million

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
CHRYSLER MOTORS	109,526	113,530	101,226	324,282	91,684	98,337	97,882	287,903	44,808	71,648	97,708	214,164	112,733	81,941	88,388	283,062	1,109,411
Eagle Total	3,091	2,978	2,578	8,647	3,052	3,622	673	7,347	0	0	0	0	0	0	0	0	15,994
Alliance	3,091	2,978	2,578	8,647	3,052	3,622	673	7,347	0	0	0	0	0	0	0	0	15,994
Plymouth Total	40,464	43,004	29,462	112,930	22,144	22,196	23,520	67,860	8,993	21,610	27,366	57,969	31,134	25,450	26,242	82,826	321,585
Horizon	15,747	15,236	2,014	32,997	0	0	0	0	0	0	1,680	1,680	3,757	3,046	4,183	10,986	45,663
Sundance	9,105	9,585	10,608	29,298	8,827	8,012	8,443	25,282	2,545	5,583	7,013	15,141	7,412	6,496	6,049	19,957	89,678
Reliant	10,793	12,255	11,592	34,640	8,737	8,607	9,785	27,129	4,042	12,760	15,083	31,885	16,376	13,360	12,719	42,455	136,109
Caravelle	4,819	5,924	5,122	15,865	4,016	4,554	4,703	13,273	1,387	2,603	2,624	6,614	2,484	1,997	2,722	7,203	42,955
Gran Fury	0	4	126	130	564	1,023	589	2,176	1,019	664	966	2,649	1,105	551	569	2,225	7,180
Chrysler Total	22,752	26,748	35,849	85,349	35,892	37,073	38,223	111,188	22,018	24,249	33,140	79,407	36,749	21,512	22,943	81,204	357,148
LeBaron K	6,778	8,149	9,051	23,978	6,791	6,335	5,806	18,932	1,547	4,148	4,090	9,785	4,086	3,770	3,538	11,394	64,089
LeBaron J	5,942	7,146	9,172	22,260	12,188	13,530	14,791	40,509	8,638	5,638	10,308	24,584	12,488	4,957	9,060	26,505	113,858
LeBaron GTS	3,029	3,890	3,808	10,727	3,909	3,903	4,419	12,231	1,200	2,782	3,427	7,409	3,542	1,773	1,826	7,141	37,508
New Yorker E-Class	7,003	7,048	9,428	23,479	7,575	6,603	7,608	21,786	2,232	7,130	2,475	11,837	0	0	0	0	57,102
New Yorker C-Class	0	0	0	0	0	0	0	0	0	646	2,389	3,035	4,765	6,649	4,467	15,881	18,916
Fifth Avenue	0	515	4,390	4,905	5,429	6,702	5,599	17,730	8,401	3,905	10,451	22,757	11,868	4,363	4,052	20,283	65,675
Dodge Total	43,219	40,800	33,337	117,356	30,596	35,446	35,466	101,508	13,797	25,789	37,202	76,788	44,850	34,979	39,203	119,032	414,684
Daytona	2,976	3,600	4,595	11,171	6,116	6,757	7,401	20,274	3,072	3,777	8,171	15,020	8,303	3,280	6,006	17,589	64,054
Omni	13,664	12,929	1,770	28,363	0	0	0	0	0	0	1,525	1,525	3,302	2,729	4,120	10,151	40,039
Shadow	8,374	8,732	9,018	26,124	9,702	9,689	10,138	29,529	2,766	6,133	7,795	16,694	8,060	7,565	8,101	23,726	96,073
Aries	10,529	9,399	10,362	30,290	8,124	11,036	9,452	28,612	3,593	10,990	12,706	27,289	15,744	14,552	11,461	41,757	127,948
Dodge 600	4,906	3,980	4,877	13,763	3,845	3,936	4,341	12,122	1,216	2,268	2,319	5,803	3,020	2,697	2,368	8,085	39,773
Dynasty	0	0	0	0	0	0	0	0	0	210	475	685	1,040	1,902	4,859	7,801	8,486
Lancer	2,770	2,156	2,421	7,347	1,947	2,549	2,599	7,095	819	1,578	2,065	4,462	2,272	1,001	946	4,219	23,123
Diplomat	0	4	294	298	862	1,479	1,535	3,876	2,331	833	2,146	5,310	3,109	1,253	1,342	5,704	15,188
FORD MOTOR CO.	169,235	175,346	189,556	534,137	168,472	164,697	155,745	488,914	94,301	105,931	146,020	346,252	169,625	155,011	136,507	461,143	1,830,446
Ford Division	115,034	119,879	133,631	368,544	120,861	118,695	113,376	352,932	71,669	75,285	108,846	255,800	126,902	114,065	99,544	340,511	1,317,787
Escort	29,513	30,544	36,502	96,559	31,239	34,318	33,987	99,544	24,432	27,562	38,268	90,262	40,662	35,707	31,970	108,339	394,704
Mustang	18,178	18,800	21,339	58,317	19,488	18,031	17,960	55,479	12,833	14,403	20,679	47,915	19,772	16,920	15,750	52,442	214,153
Tempo	16,387	16,400	19,506	52,293	16,180	17,095	14,263	47,538	0	0	2,413	2,413	13,765	15,623	14,147	43,535	145,779
Taurus	40,242	41,668	41,693	123,603	37,148	31,645	31,962	100,755	23,625	26,647	34,647	84,919	35,918	33,164	27,285	96,367	405,644
Thunderbird	10,714	12,467	14,591	37,772	16,806	17,606	15,204	49,616	10,779	6,673	12,839	30,291	16,785	12,651	10,392	39,828	157,507
L-M Division	54,201	55,467	55,925	165,593	47,611	46,002	42,369	135,982	22,632	30,646	37,174	90,452	42,723	40,946	36,963	120,632	512,659
Mercury Total	38,484	41,190	37,946	117,620	31,225	29,634	27,098	87,957	15,589	13,938	19,889	49,416	25,289	25,808	22,419	73,516	328,509
Lynx	4,958	6,054	4,676	15,688	2,988	1,077	900	4,965	696	2	0	698	0	0	0	0	21,351
Topaz	5,402	5,232	4,693	15,327	5,537	6,503	5,491	17,531	0	0	821	821	3,867	4,894	4,568	13,329	47,008
Cougar	16,031	16,946	14,382	47,359	11,184	11,710	10,227	33,121	7,175	5,398	12,254	24,827	13,209	10,722	9,226	33,157	138,464
Sable	12,093	12,958	14,195	39,246	11,516	10,344	10,480	32,340	7,718	[illegible]	6,814	23,070	8,213	10,192	8,625	27,030	121,686
Lincoln Total	15,717	14,277	17,979	47,973	16,386	16,368	15,271	48,025	7,043	16,708	17,285	41,036	17,434	15,138	14,544	47,116	184,150
Continental	1,577	1,424	1,798	4,799	1,650	1,630	1,530	4,810	0	0	0	0	400	1,495	2,091	3,986	13,595
Lincoln	11,787	10,701	13,486	35,974	12,290	12,277	11,543	36,110	5,870	13,923	14,410	34,203	14,036	11,279	10,403	35,718	142,005
Mark VII	2,353	2,152	2,695	7,200	2,446	2,461	2,198	7,105	1,173	2,785	2,875	6,833	2,998	2,364	2,050	7,412	28,550
GENERAL MOTORS	298,210	345,423	380,987	1,024,620	332,327	299,817	333,768	965,912	165,155	183,781	276,049	624,985	328,265	293,139	218,542	839,946	3,455,463
Buick Total	55,425	54,393	57,404	167,222	50,871	42,999	53,773	147,643	24,913	36,907	50,901	112,721	51,216	46,383	27,416	125,015	552,601
Skyhawk	4,093	4,025	3,779	11,897	2,310	532	1,712	4,554	515	3,049	4,538	8,102	4,471	2,206	3,286	9,963	34,516
Century	16,597	17,605	19,278	53,480	15,721	13,841	13,516	43,078	7,991	10,609	7,795	26,395	11,932	12,968	5,045	29,945	152,898
Regal	3,673	4,376	4,251	12,300	3,230	4,573	4,165	11,968	5,522	1,388	2,636	9,546	3,040	2,711	860	6,611	40,425
Skylark/Somerset	8,897	6,135	5,981	21,013	6,250	4,708	5,101	16,059	367	3,653	6,795	10,815	8,103	5,213	2,409	15,725	63,612
LeSabre (fwd)	8,556	9,170	10,890	28,616	13,855	10,948	19,713	44,516	9,244	11,372	19,511	40,127	12,312	8,904	8,160	29,376	142,635
LeSabre (rwd)	812	1,427	1,361	3,600	1,276	166	296	1,738	432	447	437	1,316	1,223	1,379	974	3,576	10,230
Electra	9,611	10,086	10,816	30,513	7,510	7,261	8,261	23,032	842	6,340	8,064	15,246	8,515	11,464	5,715	25,694	94,485
Reatta	0	0	0	0	0	0	0	0	0	0	0	0	90	132	110	332	332
Riviera	3,166	1,589	1,048	5,803	719	970	1,009	2,698	0	[illegible]	[illegible]	1,174	1,530	1,405	857	3,792	13,467
Cadillac Total	28,976	29,157	32,145	90,278	24,034	21,570	23,996	69,600	4,776	[illegible]	[illegible]	38,995	28,853	25,752	22,259	76,864	275,737
Cimarron	2,163	1,576	1,952	5,691	401	747	804	1,952	0	257	[illegible]	1,276	1,092	215	178	1,485	10,404
Allante	167	203	269	639	442	506	633	1,581	645	360	[illegible]	1,566	209	309	371	889	4,675
Brougham (rwd)	6,537	8,721	8,985	24,243	4,561	4,536	4,682	13,779	739	6,439	[illegible]	14,133	7,955	7,559	5,526	21,040	73,195
DeVille (fwd)	13,933	15,716	17,630	47,279	16,013	11,664	13,115	40,792	3,392	2,130	12,877	18,399	14,869	12,720	11,491	39,080	145,550
Eldorado	1,788	1,347	1,718	4,853	1,377	2,178	2,495	6,050	0	76	1,895	1,971	2,580	2,451	2,053	7,084	20,538
Seville	4,388	1,594	1,591	7,573	1,250	1,949	2,257	5,456	0	84	1,576	1,660	2,168	2,498	2,040	6,706	21,395
Chevrolet Total	100,735	127,553	148,428	376,716	131,479	121,306	120,624	373,409	84,348	80,985	105,524	270,857	133,810	124,746	93,095	351,651	1,372,633
Camaro	6,151	9,604	9,376	25,131	12,651	9,165	12,591	34,407	12,400	11,784	9,600	33,784	10,466	9,448	8,325	28,239	121,561
Cavalier	27,201	32,353	36,002	95,556	34,578	30,426	34,986	99,990	11,007	4,586	20,353	35,946	31,786	27,411	24,628	83,825	315,317
Celebrity	32,532	32,550	38,810	103,892	26,968	32,086	20,325	79,379	11,580	16,376	18,777	46,733	23,578	24,402	7,127	55,107	285,111
Corsica/Beretta	15,530	21,995	28,420	65,945	25,782	26,832	30,821	83,435	32,708	33,422	34,938	101,068	37,640	32,684	28,045	98,369	348,817
Monte Carlo	3,707	6,262	8,773	18,742	6,914	7,314	5,172	19,400	4,428	5,290	7,157	16,875	7,555	7,038	3,139	17,732	72,749
Caprice	13,029	22,213	24,241	59,483	22,016	12,910	13,901	48,827	9,715	9,140	12,504	31,359	19,936	21,328	19,650	60,914	200,583
Corvette	2,585	2,576	2,806	7,967	2,570	2,573	2,828	7,971	2,530	365	2,195	5,090	2,851	2,454	2,181	7,486	28,514
Oldsmobile Total	56,944	68,447	69,239	194,630	59,586	56,120	70,377	186,083	16,316	25,157	45,970	87,443	52,035	45,466	31,600	129,101	597,257
Firenza	2,337	1,788	1,363	5,488	1,864	489	2,643	4,996	474	1,290	1,301	3,065	1,958	1,045	1,436	4,439	17,988
Calais	10,297	10,432	8,071	28,800	10,075	14,537	16,349	40,961	1,194	4,982	11,125	17,301	11,911	10,799	5,313	28,023	115,085
Cutlass Ciera	15,956	19,295	15,901	51,152	12,323	15,257	21,231	48,811	1,165	0	479	1,644	2,721	4,312	126	7,159	108,766
Cutlass Supreme	709	5,453	8,994	15,156	10,638	6,336	7,812	24,786	6,157	5,133	7,059	18,349	6,944	5,884	5,630	18,458	76,749
88 (fwd)	17,053	20,486	22,908	60,447	15,948	12,203	13,813	41,964	6,578	10,291	17,082	33,951	16,627	14,119	11,639	42,385	178,747
88 (rwd)	1,702	1,638	1,592	4,932	1,793	1,615	2,109	5,517	14	0	0	14	0	0	0	0	10,463
Olds 98	6,564	8,230	9,156	23,950	5,667	3,630	4,222	13,519	734	3,376	7,649	11,759	10,092	7,708	5,976	23,776	73,004
Toronado	2,326	1,125	1,254	4,705	1,278	2,051	2,198	5,527	0	85	1,275	1,360	1,782	1,599	1,480	4,861	16,453
Pontiac Total	56,130	65,873	73,771	195,774	66,357	57,822	64,998	189,177	34,802	31,386	48,781	114,969	62,351	50,792	44,172	157,315	657,235
Fiero	1,496	3,803	4,697	9,996	2,703	3,328	4,662	10,693	195	0	2,031	2,226	4,295	3,021	3,705	11,021	33,936
Firebird	4,699	8,671	7,612	20,982	8,204	6,362	7,640	22,206	6,603	5,594	5,657	17,854	6,177	5,751	4,761	16,689	77,731
Sunbird	8,488	10,756	13,045	32,289	9,904	8,907	9,195	28,006	0	614	4,872	5,486	8,150	7,532	8,002	23,684	89,465
Grand Am	21,005	22,394	23,070	66,469	23,718	22,907	25,737	72,362	12,707	15,696	20,116	48,619	23,611	20,249	16,371	60,231	247,681
Grand Prix	0	0	0	0	0	0	0	0	0	0	0	0	863	2,086	3,394	6,343	6,343
Pontiac 6000	6,931	6,402	10,042	23,375	7,832	6,500	6,911	21,243	4,878	3,886	3,743	12,500	5,558	4,357	905	10,820	67,947
Bonneville	12,860	12,590	13,759	39,209	12,605	9,392	10,374	32,371	9,692	4,988	11,781	26,461	13,125	7,315	6,524	26,964	125,005
Paris./Safari	651	1,257	1,546	3,454	1,391	426	479	2,296	647	606	581	1,834	572	481	510	1,563	9,147
HONDA	28,351	27,833	31,214	87,398	28,676	26,565	28,382	83,623	22,543	24,953	25,320	72,816	30,779	27,242	22,206	80,227	324,064
Civic	11,437	10,331	7,539	29,307	7,041	9,187	11,794	28,022	6,965	6,299	625	13,889	4,640	6,270	6,317	17,227	88,445
Accord	16,914	17,502	23,675	58,091	21,635	17,378	16,588	55,601	15,578	18,654	24,695	58,927	26,139	20,972	15,889	63,000	235,619
MAZDA	0	0	0	0	0	0	0	0	0	0	400	400	807	1,200	1,793	3,800	4,200
NISSAN	11,722	11,570	13,032	36,324	12,426	11,941	11,863	36,230	7,815	10,831	10,845	29,491	5,981	4,794	4,514	15,289	117,334
NUMMI	16,266	16,442	17,937	50,645	15,928	16,348	17,797	50,073	17,617	15,932	14,210	47,759	15,883	13,985	9,033	38,901	187,378
Corolla	3,394	3,287	3,719	10,400	3,182	3,463	3,888	10,533	3,907	3,502	3,802	11,211	4,350	4,131	3,101	11,582	43,726
Nova	12,872	13,155	14,218	40,245	12,746	12,885	13,909	39,540	13,710	12,430	10,408	36,548	11,533	9,854	5,932	27,319	143,652
VOLKSWAGEN	5,928	6,017	8,828	20,773	6,354	5,560	8,870	20,784	2,776	0	1,216	3,992	7,243	7,010	6,894	21,147	66,696
Golf/GTI	4,428	4,517	6,678	15,623	5,064	4,040	6,116	15,220	1,897	0	806	2,703	4,607	4,490	4,514	13,611	47,157
Jetta	1,500	1,500	2,150	5,150	1,290	1,520	2,754	5,564	879	0	410	1,289	2,636	2,520	2,380	7,536	19,539
Total cars U.S.	639,238	696,161	742,780	2,078,179	655,867	623,265	654,307	1,933,430	365,015	413,076	571,768	1,339,859	671,316	584,322	487,877	1,743,515	7,094,983

PRODUCTION

U.S. car output by model year

	1987 Model Year	Pct. of Output	1986 Model Year	Pct. of Output	Pct. pt. Change '87 vs. '86
CHRYSLER MOTORS	**1,342,681**	**18.20**	**1,233,709**	**15.63**	**+2.57**
Eagle Total	36,336	0.49	64,873	0.82	−0.33
Alliance	36,336	0.49	55,821	0.71	−0.22
Encore	0	0.00	9,052	0.11	−0.11
Plymouth Total	443,806	6.01	350,573	4.44	+1.57
Horizon	166,859	2.26	144,170	1.83	+0.44
Sundance	93,696	1.27	0	0.00	+1.27
Reliant	118,604	1.61	153,362	1.94	−0.34
Caravelle	48,096	0.65	44,110	0.56	+0.09
Gran Fury	16,551	0.22	8,931	0.11	+0.11
Chrysler Total	360,613	4.89	367,899	4.66	+0.23
Laser	0	0.00	43,210	0.55	−0.55
LeBaron K	63,069	0.86	96,760	1.23	−0.37
LeBaron J	75,449	1.02	0	0.00	+1.02
LeBaron GTS	44,013	0.60	83,479	1.06	−0.46
N. Yorker E-Class	73,835	1.00	59,533	0.75	+0.25
Fifth Avenue	104,247	1.41	84,917	1.08	+0.33
Dodge Total	501,926	6.81	450,365	5.71	+1.10
Daytona	37,272	0.51	46,761	0.59	−0.08
Omni	152,931	2.07	136,701	1.73	+0.34
Shadow	93,222	1.26	0	0.00	+1.26
Aries	111,811	1.52	122,167	1.55	−0.03
Dodge 600	45,118	0.61	69,956	0.89	−0.28
Lancer	28,731	0.39	56,627	0.72	−0.33
Diplomat	32,841	0.45	18,153	0.23	+0.22
FORD MOTOR CO.	**1,601,288**	**21.71**	**1,809,604**	**22.93**	**−1.22**
Ford Division	1,176,775	15.96	1,253,525	15.89	+0.07
Escort	337,323	4.57	390,227	4.95	−0.38
Mustang	159,145	2.16	224,410	2.84	−0.68
Tempo	177,409	2.41	166,078	2.10	+0.31
LTD	0	0.00	72,483	0.92	−0.92
Taurus	374,703	5.08	236,362	3.00	+2.08
Thunderbird	128,135	1.74	163,965	2.08	−0.34
L-M Division	424,513	5.75	556,079	7.04	−1.29
Mercury Total	315,147	4.27	399,240	5.05	−0.78
Lynx	35,372	0.48	71,556	0.91	−0.43
Capri	0	0.00	20,869	0.26	−0.26
Topaz	53,936	0.73	46,683	0.59	+0.14
Cougar	104,526	1.42	135,909	1.72	−0.30
Marquis	0	0.00	28,582	0.36	−0.36
Sable	121,313	1.64	95,636	1.21	+0.43
Lincoln Total	109,366	1.48	156,839	1.99	−0.51
Continental	17,597	0.24	19,012	0.24	0.00
Lincoln	76,483	1.04	117,771	1.49	−0.45
Mark VII	15,286	0.21	20,056	0.25	−0.04
GENERAL MOTORS	**3,710,954**	**50.31**	**4,350,916**	**55.14**	**−4.83**
Buick Total	648,689	8.80	850,103	10.77	−1.97
Skyhawk	46,664	0.63	91,421	1.16	−0.53
Century	184,178	2.50	274,507	3.48	−0.98
Regal	65,287	0.89	91,230	1.16	−0.27
Somerset/Skylark	80,206	1.09	137,855	1.75	−0.66
LeSabre (fwd)	154,331	2.09	94,972	1.20	+0.89
LeSabre (rwd)	12,759	0.17	18,126	0.23	−0.06
Electra	90,041	1.22	119,854	1.52	−0.30
Riviera	15,223	0.21	22,138	0.28	−0.07
Cadillac Total	282,582	3.83	281,683	3.57	+0.26
Cimarron	14,561	0.20	24,534	0.31	−0.11
Allante	3,366	0.05	0	0.00	+0.05
Brougham (rwd)	65,504	0.89	49,137	0.62	+0.27
DeVille (fwd)	162,798	2.20	167,572	2.12	+0.08
Eldorado	17,775	0.24	21,342	0.27	−0.03
Seville	18,578	0.25	19,098	0.24	+0.01
Chevrolet Total	1,384,214	18.77	1,368,837	17.35	+1.42
Chevette	46,208	0.63	103,244	1.31	−0.68
Camaro	137,760	1.87	192,219	2.44	−0.57
Cavalier	346,254	4.69	432,101	5.48	−0.79
Celebrity	290,814	3.94	241,942	3.07	+0.87
Corsica/Beretta	225,000	3.05	0	0.00	+3.05
Monte Carlo	79,045	1.07	119,210	1.51	−0.44
Caprice	228,501	3.10	245,012	3.11	−0.01
Corvette	30,632	0.42	35,109	0.44	−0.02
Oldsmobile Total	670,880	9.09	1,050,832	13.32	−4.23
Firenza	25,828	0.35	46,701	0.59	−0.24
Calais	117,010	1.59	151,301	1.92	−0.33
Cutlass Ciera	170,488	2.31	287,622	3.65	−1.34
Cutlass Supreme	69,578	0.94	169,305	2.15	−1.21
88 (fwd)	170,432	2.31	234,334	2.97	−0.66
88 (rwd)	17,742	0.24	21,073	0.27	−0.03
Olds 98	84,762	1.15	124,572	1.58	−0.43
Toronado	15,040	0.20	15,924	0.20	0.00
Pontiac Total	724,289	9.82	799,461	10.13	−0.31
Acadian*	7,751	0.11	21,643	0.27	−0.16
Fiero	46,581	0.63	83,974	1.06	−0.43
Pontiac 1000	5,628	0.08	21,689	0.27	−0.19
Firebird	88,623	1.20	110,483	1.40	−0.20
Sunbird	106,769	1.45	135,101	1.71	−0.26
Grand Am	244,726	3.32	223,598	2.83	+0.49
Pontiac 6000	86,972	1.18	117,887	1.49	−0.31
Bonneville	123,815	1.68	0	0.00	+1.68
Safari/Paris	13,422	0.18	85,086	1.08	−0.90
HONDA	**309,534**	**4.20**	**181,101**	**2.30**	**+1.90**
Civic	92,061	1.25	2,860	0.04	+1.21
Accord	217,473	2.95	178,241	2.26	+0.69
NISSAN	**137,427**	**1.86**	**50,763**	**0.65**	**+1.21**
NUMMI	**197,375**	**2.68**	**179,026**	**2.27**	**+0.41**
Corolla	42,480	0.58	0	0.00	+0.58
Nova	154,895	2.10	179,026	2.27	−0.17
VOLKSWAGEN	**76,400**	**1.04**	**85,350**	**1.08**	**−0.04**
Golf/GTI	62,642	0.85	85,350	1.08	−0.23
Jetta	13,758	0.19	0	0.00	+0.19
Total Cars, U.S.	**7,375,359**	**100.00**	**7,890,469**	**100.00**	

NOTE: *—Built for sale in Canada only. Percentage rounded.

Manufacturers based in the United States produced 9.38 percent fewer cars in calendar year 1987 than in 1986.

Production by the eight U.S.-based automakers in 1987 was 7,094,992 compared with 7,829,697 in 1986.

Three firms reported increases last year. Ford Motor Co. built 1,830,446 cars in 1987, 3.27 percent above 1986's volume of 1,764,316. American Honda Manufacturing Inc.'s output rose 30.58 percent in 1987. Nissan Motor Manufacturing Corp. U.S.A. last year built 80.11 percent cars than in 1986.

Reduced output in calendar 1987 was reported by: General Motors, down 16.23 percent; Chrysler Motors, 17.03 percent; Volkswagen of America Inc., 20.97 percent; and New United Motor Manufacturing Inc., 8.98 percent.

In the 1987 model year, car production in the United States declined 515,110 units or 6.53 percent from the 1986 model year total.

American Honda's 1987 model production climbed to 309,534, up nearly 71.0 percent. Nissan produced 137,427 in the '87 model year versus 50,763 in '86. NUMMI raised its output to 197,375 in the '87 model year.

Two of the domestic Big Three automakers reported leaner production volumes in the '87 model year.

GM output dropped to 3,710,954 from 4,350,916 in 1986, and Ford production fell to 1,601,288 from 1,809,604.

Chrysler Motors output advanced to 1,342,681 cars in the 1987 model year compared with 1,233,709 in the 1986 model year. ■

U.S. car output by model year

1987	7,375,359
1986	7,890,392
1985	7,975,390
1984	8,102,269
1983	5,768,893
1982	5,447,135
1981	6,639,954
1980	7,085,480
1979	9,526,024
1978	8,995,418
1977	9,159,100
1976	8,114,376
1975	6,523,880
1974	8,125,488
1973	9,915,802
1972	8,589,049
1971	7,221,290
1970	7,595,411
1969	8,440,765
1968	8,402,870
1967	7,666,898
1966	8,606,166
1965	7,882,679
1964	7,892,090
1963	7,339,992

U.S. car output by calendar year

1987	7,094,992
1986	7,829,697
1985	8,186,040
1984	7,777,721
1983	7,112,352
1982	4,973,870
1981	6,280,045
1980	6,416,885
1979	8,418,369
1978	9,153,299
1977	9,293,674
1976	8,537,759
1975	6,740,584
1974	7,309,763
1973	9,667,118
1972	8,827,706
1971	8,557,878
1970	6,550,077
1969	8,224,267
1968	8,848,507
1967	7,412,610
1966	8,604,726
1965	9,335,206
1964	7,744,888
1963	7,644,359

U.S. car output, calendar 1987 vs. 1986

	Total Output 1987	Pct. of Total Output	Total Output 1986	Pct. of Total Output	Pct. pt. Change '87 vs. '86
CHRYSLER MOTORS	**1,109,411**	**15.64**	**1,337,094**	**17.08**	**−1.44**
Eagle Total	15,994	0.23	49,435	0.63	−0.40
Alliance	15,994	0.23	46,088	0.59	−0.36
Encore	0	0.00	3,347	0.04	−0.04
Plymouth Total	321,585	4.53	422,618	5.40	−0.87
Horizon	45,663	0.64	171,882	2.20	−1.56
Sundance	89,678	1.26	36,855	0.47	+0.79
Reliant	136,102	1.92	151,695	1.94	−0.02
Caravelle	42,955	0.61	44,368	0.57	+0.04
Gran Fury	7,180	0.10	17,818	0.23	−0.13
Chrysler Total	357,148	5.03	368,637	4.71	+0.32
Laser	0	0.00	25,327	0.32	−0.32
LeBaron	64,089	0.90	83,163	1.06	−0.16
LeBaron J	113,858	1.60	4,043	0.05	+1.55
LeBaron GTS	37,506	0.53	68,699	0.88	−0.35
N. Yorker E-Class	57,102	0.80	64,964	0.83	−0.03
N. Yorker C-Class	18,916	0.27	0	0.00	+0.27
Fifth Avenue	65,675	0.93	122,441	1.56	−0.63
Dodge Total	414,684	5.85	496,404	6.34	−0.49
Daytona	64,054	0.90	33,097	0.42	+0.48
Omni	40,039	0.56	163,416	2.09	−1.53
Shadow	96,073	1.36	35,107	0.45	+0.91
Aries	127,948	1.81	126,311	1.61	+0.20
Dodge 600	39,773	0.56	64,063	0.82	−0.26
Lancer	23,123	0.33	47,817	0.61	−0.28
Dynasty	8,486	0.12	0	0.00	+0.12
Diplomat	15,188	0.21	26,593	0.34	−0.13
FORD MOTOR CO.	**1,830,446**	**25.80**	**1,764,316**	**22.53**	**+3.27**
Ford Division	1,317,787	18.57	1,221,956	15.61	+2.96
Escort	394,704	5.56	378,359	4.83	+0.73
Mustang	214,153	3.02	177,737	2.27	+0.75
Tempo	145,779	2.05	198,808	2.54	−0.49
Taurus	405,644	5.72	335,669	4.29	+1.43
Thunderbird	157,507	2.22	131,383	1.68	+0.54
L-M Division	512,659	7.23	542,360	6.93	+0.30
Mercury Total	328,509	4.63	359,325	4.59	+0.04
Lynx	21,361	0.30	60,246	0.77	−0.47
Capri	0	0.00	12,344	0.16	−0.16
Topaz	47,006	0.66	57,576	0.74	−0.08
Cougar	138,464	1.95	101,829	1.30	+0.65
Sable	121,686	1.72	127,330	1.63	+0.09
Lincoln Total	184,150	2.60	183,035	2.33	+0.27
Continental	13,595	0.19	19,628	0.25	−0.06
Lincoln	142,005	2.00	137,286	1.75	+0.25
Mark VII	28,550	0.40	26,121	0.33	+0.07
GENERAL MOTORS	**3,455,463**	**48.70**	**4,124,736**	**52.68**	**−3.98**
Buick Total	552,601	7.79	775,988	9.91	−2.12
Skyhawk	34,516	0.49	82,429	1.05	−0.56
Century	152,896	2.16	230,137	2.94	−0.78
Regal	40,425	0.57	60,887	0.78	−0.21
Skylark/Somerset	63,612	0.90	112,773	1.44	−0.54
LeSabre (fwd)	142,636	2.01	156,869	2.00	+0.01
LeSabre (rwd)	10,230	0.14	15,192	0.19	−0.05
Electra	94,485	1.33	91,559	1.17	+0.16
Reatta	332	0.00	0	0.00	0.00
Riviera	13,468	0.19	26,110	0.33	−0.14
Cadillac Total	275,737	3.89	319,096	4.08	−0.19
Cimarron	10,404	0.15	23,247	0.30	−0.15
Allante	4,665	0.07	53	0.00	+0.07
Brougham (rwd)	73,195	1.03	76,459	0.98	+0.05
DeVille (fwd)	145,540	2.05	171,607	2.19	−0.14
Eldorado	20,536	0.29	25,246	0.32	−0.03
Seville	21,395	0.30	22,474	0.29	+0.01
Chevrolet Total	1,372,633	19.35	1,310,710	16.74	+2.61
Chevette	0	0.00	105,488	1.35	−1.35
Camaro	121,551	1.71	172,585	2.20	−0.49
Cavalier	315,319	4.44	395,154	5.05	−0.61
Celebrity	285,111	4.02	257,983	3.29	+0.73
Corsica/Beretta	348,806	4.92	17,200	0.22	+4.70
Monte Carlo	72,749	1.03	110,048	1.41	−0.38
Caprice	200,563	2.83	223,842	2.86	−0.03
Corvette	28,514	0.40	28,410	0.36	+0.04
Oldsmobile Total	597,257	8.41	927,173	11.84	−3.43
Firenza	17,988	0.25	38,212	0.49	−0.24
Calais	115,085	1.62	120,629	1.54	+0.08
Cutlass Ciera	108,785	1.53	236,613	3.02	−1.49
Cutlass Supreme	76,751	1.08	107,036	1.37	−0.29
88 (fwd)	178,747	2.52	272,318	3.48	−0.96
88 (rwd)	10,463	0.15	19,028	0.24	−0.09
Olds 98	73,004	1.03	114,558	1.46	−0.43
Toronado	16,453	0.23	18,779	0.24	−0.01
Pontiac Total	657,235	9.26	791,785	10.11	−0.85
Acadian*	0	0.00	16,539	0.21	−0.21
Fiero	33,936	0.48	69,735	0.89	−0.41
Pontiac 1000	0	0.00	16,814	0.21	−0.21
Firebird	77,731	1.10	105,109	1.34	−0.24
Sunbird	89,465	1.26	130,167	1.66	−0.40
Grand Am	247,661	3.49	231,318	2.95	+0.54
Grand Prix	6,343	0.08	0	0.00	+0.08
Pontiac 6000	67,947	0.96	132,385	1.69	−0.73
Bonneville	125,005	1.76	39,886	0.51	+1.25
Safari/Paris	9,147	0.13	49,832	0.64	−0.51
HONDA	**324,064**	**4.57**	**248,159**	**3.17**	**+1.40**
Civic	88,445	1.25	34,348	0.44	+0.81
Accord	235,619	3.32	213,811	2.73	+0.59
MAZDA	**4,200**	**0.06**	**0**	**0.00**	**+0.06**
NISSAN	**117,334**	**1.65**	**65,147**	**0.83**	**+0.82**
NUMMI	**187,378**	**2.64**	**205,854**	**2.63**	**+0.01**
Corolla	43,726	0.62	14,318	0.18	+0.44
Nova	143,652	2.02	191,536	2.45	−0.43
VOLKSWAGEN	**66,696**	**0.94**	**84,397**	**1.08**	**−0.14**
Golf/GTI	47,157	0.66	83,247	1.06	−0.40
Jetta	19,539	0.28	1,150	0.01	+0.27
Total Cars, U.S.	**7,094,992**	**100.00**	**7,829,697**	**100.00**	

NOTE: *—Built for sale in Canada only.

PRODUCTION

U.S. model run output

By size classification

1987 Position	1987 Total	Make	1986 Total	1986 Position
		Subcompacts		
1	337,323	Escort	380,227	1
2	166,859	Horizon	144,170	3
3	154,895	Nova	179,026	2
4	152,931	Omni	136,701	4
5	137,427	Sentra	50,763	9
6	92,061	Civic	2,860	13
7	62,642	Golf/GTI	85,350	6
8	46,208	Chevette	103,244	5
9	42,480	Corolla FX-16	—	—
10	36,336	Alliance	55,821	8
11	35,372	Lynx	71,550	7
12	7,751	Acadian	21,643	11
13	5,626	Pontiac 1000	21,689	10
—	—	Encore	9,052	12
	1,277,913	Total	1,272,195	
		Compacts		
1	346,254	Cavalier	432,101	1
2	244,728	Grand Am	223,596	2
3	217,473	Accord	178,241	3
4	177,409	Tempo	166,078	4
5	118,604	Reliant	153,362	5
6	117,010	Calais	151,301	6
7	111,811	Aries	122,167	9
8	106,769	Sunbird	135,101	8
9	93,696	Sundance	—	—
10	93,222	Shadow	—	—
11	80,206	Skylark/Somerset	137,855	7
12	63,069	LeBaron K	96,760	10
13	53,936	Topaz	46,683	15
14	46,664	Skyhawk	91,421	11
15	45,118	Dodge 600	69,956	12
16	37,272	Daytona	46,761	13
17	25,828	Firenza	46,701	14
18	14,561	Cimarron	24,534	17
19	13,758	Jetta	—	—
	—	Laser	43,210	16
	2,007,388	Total	2,165,823	
		Intermediates		
1	374,763	Taurus	236,362	4
2	290,814	Celebrity	241,942	3
3	225,000	Corsica/Beretta	—	—
4	184,178	Century	274,507	2
5	170,466	Cutlass Ciera	287,622	1
6	159,145	Mustang	224,410	5
7	137,760	Camaro	192,219	6
8	128,135	Thunderbird	163,965	8
9	121,313	Sable	95,638	13
10	104,526	Cougar	135,909	9
11	88,623	Firebird	110,483	12
12	86,972	Pontiac 6000	117,887	11
13	79,045	Monte Carlo	119,210	10
14	75,449	LeBaron J	—	—
15	72,835	New Yorker E	59,533	17
16	69,578	Cutlass Supreme	169,306	7
17	65,287	Regal	91,230	14
18	48,096	Caravelle	44,110	19
19	44,013	LeBaron GTS	83,478	15
20	28,731	Lancer	56,627	18
21	18,578	Seville	19,098	24
22	17,775	Eldorado	21,342	21
23	17,587	Continental	19,012	25
24	15,286	Mark VII	20,058	23
25	15,223	Riviera	22,138	20
26	15,040	Toronado	15,924	26
—	—	LTD	72,483	16
—	—	Capri	20,888	22
	[illegible]	Total	2,816,388	
		Standards		
1	228,501	Caprice	245,012	1
2	170,432	Olds 88 (fwd)	234,334	2
3	162,796	DeVille	167,572	3
4	154,331	LeSabre (fwd)	94,972	7
5	123,815	Bonneville	—	—
6	104,247	Fifth Avenue	84,917	9
7	90,041	Electra	119,954	5
8	84,762	Olds 98	124,572	4
9	76,483	Lincoln	117,771	6
10	65,504	Brougham	49,137	10
11	32,841	Diplomat	18,153	13
12	17,742	Olds 88 (rwd)	21,073	12
13	16,551	Gran Fury	8,931	15
14	13,422	Parisienne	85,088	8
15	12,759	LeSabre (rwd)	18,126	14
16	—	Marquis	28,582	11
	1,354,229	Total	1,418,884	
		Speciality		
1	46,581	Fiero	83,974	1
2	30,632	Corvette	35,109	2
3	3,306	Allante	—	—
—	80,579	Total	119,883	
	7,375,368	Grand Total	7,898,400	

Intermediates rise 5.35%

1987 CALENDAR

SUBCOMPACT 13.50%

COMPACT 27.68%

INTERMEDIATE 39.64%

STANDARD 18.23%

SPECIALITY 0.95%

TOTAL 100%

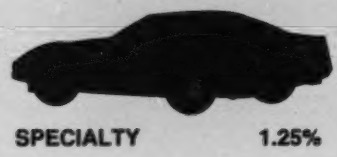
1986 CALENDAR

SUBCOMPACT 17.25%

COMPACT 27.60%

INTERMEDIATE 34.29%

STANDARD 19.61%



SPECIALTY 1.25%

TOTAL 100%

U.S. calendar year output

By size classification

1987 Position	1987 Total	Make	1986 Total	1986 Position
		Subcompacts		
1	394,704	Escort	378,359	1
2	143,662	Nova	191,536	2
3	117,334	Sentra	65,147	7
4	88,445	Civic	34,348	10
5	47,157	Golf/GTI	83,247	6
6	45,663	Horizon	171,882	3
7	43,726	Corolla FX-16	14,318	13
8	40,039	Omni	163,416	4
9	21,351	Lynx	60,246	8
10	15,994	Alliance	46,098	9
—	—	Chevette	105,486	5
—	—	Acadian	16,539	12
—	—	Pontiac 1000	16,814	11
—	—	Encore	3,347	14
	958,895	Total	1,368,776	
		Compacts		
1	315,319	Cavalier	395,154	1
2	247,661	Grand Am	231,318	2
3	235,619	Accord	213,911	3
4	145,779	Tempo	196,808	4
5	136,109	Reliant	151,695	5
6	127,948	Aries	126,311	7
7	115,085	Calais	120,629	8
8	96,073	Shadow	35,107	16
9	89,678	Sundance	36,855	15
10	89,465	Sunbird	130,167	6
11	64,069	LeBaron K	83,163	10
12	64,054	Daytona	33,097	17
13	63,612	Skylark/Somerset	112,773	9
14	47,008	Topaz	57,576	13
15	39,773	Dodge 600	64,063	12
16	34,516	Skyhawk	82,429	11
17	19,539	Jetta	1,150	20
18	17,988	Firenza	38,212	14
19	10,404	Cimarron	23,247	19
20	4,200	Mazda MX-6	—	—
—	—	Laser	25,327	18
	1,963,919	Total	2,100,892	
		Intermediates		
1	405,644	Taurus	335,669	1
2	348,806	Corsica/Beretta	17,200	25
3	285,111	Celebrity	257,983	2
4	214,153	Mustang	177,737	5
5	157,507	Thunderbird	131,383	8
6	152,898	Century	230,137	4
7	138,464	Cougar	101,829	13
8	121,686	Sable	127,330	9
9	121,551	Camaro	172,585	6
10	113,858	LeBaron J	4,043	27
11	106,766	Cutlass Ciera	236,613	3
12	77,731	Firebird	105,109	12
13	76,751	Cutlass Supreme	107,036	11
14	72,749	Monte Carlo	110,048	10
15	67,947	Pontiac 6000	132,385	7
16	57,102	New Yorker E	64,964	15
17	42,955	Caravelle	44,388	18
18	40,425	Regal	60,897	16
19	37,508	LeBaron GTS	68,899	14
20	26,550	Mark VII	26,121	19
21	23,123	Lancer	47,817	17
22	21,396	Seville	22,474	22
23	20,538	Eldorado	25,248	21
24	18,916	New Yorker C	—	—
25	16,453	Toronado	16,779	24
26	13,595	Continental	19,628	23
27	13,468	Riviera	26,110	20
28	8,466	Dynasty	—	—
29	8,343	Grand Prix	—	—
—	—	Capri	12,344	26
	2,812,479	Total	2,884,834	
		Standards		
1	200,583	Caprice	223,842	2
2	178,747	Olds 88 (fwd)	272,318	1
3	145,540	DeVille	171,607	3
4	142,635	LeSabre (fwd)	156,869	4
5	142,005	Lincoln	137,286	5
6	125,005	Bonneville	30,686	11
7	94,485	Electra	91,559	8
8	73,195	Brougham	76,469	9
9	73,004	Olds 98	114,558	7
10	65,675	Fifth Avenue	122,441	6
11	15,188	Diplomat	26,593	12
12	10,463	Olds 88 (rwd)	19,028	13
13	10,230	LeSabre (rwd)	15,192	15
14	9,147	Parisienne	49,832	10
15	7,190	Gran Fury	17,818	14
	1,293,882	Total	1,836,298	
		Speciality		
1	33,936	Fiero	69,735	1
2	28,514	Corvette	20,410	2
3	4,666	Allante	53	3
4	332	Reatta	—	—
	67,447	Total	90,198	
	7,094,802	Grand Total	7,829,887	

PRODUCTS/SPECIFICATIONS

Where 1988-model trucks are built

UNITED STATES

CHRYSLER MOTORS

Toledo, Ohio .... Cherokee, Comanche, Grand Wagoneer, Wagoneer
Warren, Mich. .... light-duty trucks, Dakota, standard and mid-size trucks
St. Louis (No. 2) .... Mini Ram Van, Caravan, Voyager minivans

FORD MOTOR CO.

Kansas City, Mo. .... light trucks
Kentucky Truck (Louisville) .... medium, heavy and extra-heavy trucks
Lorain, Ohio .... Econoline, Club Wagon
Louisville, Ky. .... Ranger, Bronco II
Michigan Truck (Wayne) .... Bronco, light trucks
Norfolk, Va. .... light trucks
St. Louis .... Aerostar minivans
St. Paul, Minn.(Twin Cities) .... light trucks, Ranger

FREIGHTLINER CORP.

Mount Holly, N.C. .... heavy trucks
Portland, Ore. .... heavy trucks

GENERAL MOTORS

Baltimore .... Chevrolet Astro, GMC Safari minivans
Detroit .... commercial, recreational, specialty vehicle chassis
Flint, Mich. .... Blazer, Jimmy, Suburban wagons
Janesville, Wis. .... Chevrolet, GMC light trucks
Lordstown, Ohio .... Chevrolet, GMC vans
Moraine, Ohio .... Chevrolet S-10, GMC S-15 trucks
Pontiac, Mich. .. Chevrolet, GMC light and medium-duty trucks, Chevrolet S-10 and GMC S-15 trucks
Shreveport, La. .... Chevrolet S-10, GMC S-15 trucks, Blazer, Jimmy
Ft. Wayne, Ind. .... Chevrolet, GMC light trucks

KENWORTH TRUCK CO.

Chillicothe, Ohio .... heavy trucks
Seattle .... heavy trucks

MACK TRUCKS, INC.

Allentown, Pa. .... heavy trucks
Macungie, Pa .... heavy trucks
Winnsboro, S.C. .... heavy trucks

MERCEDES-BENZ TRUCK CO.

Hampton, Va. .... medium trucks

NAVISTAR

Springfield, Ohio .... medium and heavy trucks

NISSAN MOTOR MFG. CO.

Smyrna, Tenn. .... pickup trucks

PETERBILT MOTORS CO.

Denton, Texas .... heavy trucks
Nashville, Tenn. .... heavy trucks

VOLVO GM HEAVY TRUCK CORP.

Dublin, Va. .... heavy trucks
Ogden, Utah .... heavy trucks
Pontiac, Mich. .... heavy trucks

CANADA

CHRYSLER MOTORS

Brampton, Ontario .... Jeep Wrangler
Windsor, Ontario .... Caravan, Voyager minivans, Mini Ram Van
Pillete Road (Windsor) .... Ram Van, Ram Wagon

FORD MOTOR CO.

Ontario Truck (Oakville) .... light trucks

FREIGHTLINER OF CANADA LTD.

Burnaby, British Columbia .... heavy trucks

GENERAL MOTORS

Oshawa, Ontario .... Chevrolet, GMC pickups
Scarborough, Ontario .... full-size Chevrolet and GMC vans

NAVISTAR

Chatham, Ontario .... medium and heavy trucks

MACK TRUCKS INC.

Oakville, Ontario .... heavy trucks

MEXICO

CHRYSLER

Lago Alberto .... Ramcharger

FORD

Cuautitlan .... light trucks

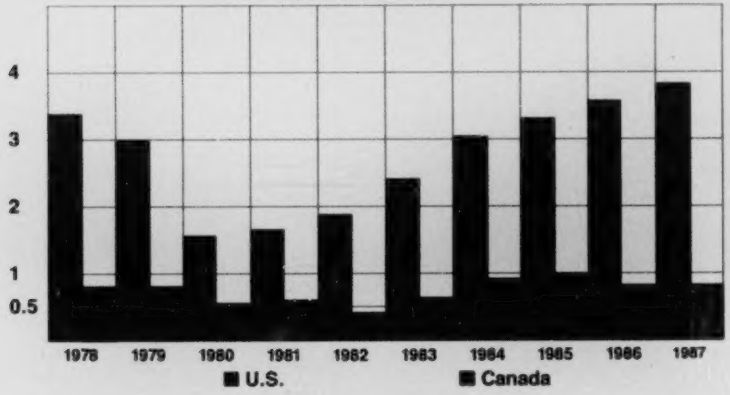
GENERAL MOTORS

Mexico City .... Chevrolet light trucks

NISSAN

Cuernavaca .... pickup trucks

NORTH AMERICAN TRUCK PRODUCTION
(Millions of units)



U.S. van and light truck output rises 10.03%

	Total '87 Output	% of Output	Total '86 Output	% of Output
CHEVROLET				
Chevy Van/Sports Van	96,387	2.82	149,426	4.81
S-10	229,405	6.72	185,879	5.99
S-10 Blazer	170,671	4.99	140,733	4.53
Blazer	34,431	1.01	38,588	1.24
Astro	163,508	4.79	148,336	4.78
Suburban	67,889	1.99	64,204	2.07
Pickups	323,421	9.46	417,381	13.44
P-Model	46,163	1.35	34,859	1.12
Total	1,131,875	33.13	1,179,406	37.98
CHRYSLER				
Dakota	109,,220	3.20	59,699	1.92
Pickups	112,507	3.29	92,556	2.99
Ramcharger*	—	0.00	26,130	0.84
Total	221,727	6.49	178,385	5.75
FORD				
Aerostar	187,875	5.50	107,459	3.46
Bronco	57,013	1.67	39,102	1.26
Bronco II	135,760	3.97	73,908	2.38
Econoline/Club Wagon	236,622	6.93	149,298	4.81
Pickups	482,794	14.13	540,126	17.40
Ranger	318,007	9.31	195,997	6.31
Total	1,418,071	41.51	1,105,890	35.62
GMC				
Vandura/Rally Vans	26,927	0.79	23,773	0.77
S-15	59,300	1.73	63,192	2.03
S-15 Jimmy	51,610	1.51	46,471	1.50
Jimmy	9,499	0.28	9,443	0.30
Safari	41,302	1.21	39,006	1.26
Suburban	26,407	0.77	25,883	0.83
Pickups	107,221	3.14	105,517	3.40
P-Models	6,823	0.20	12,415	0.40
Total	329,089	9.63	325,700	10.49
JEEP				
Wrangler/CJ**	—	0.00	35.267	1.14
Wagoneer	15,033	0.44	12,800	0.41
Cherokee	139,295	4.08	107,225	3.44
Grand Wagoneer	14,265	0.42	17,254	0.56
Commanche	43,070	1.26	33,386	1.08
Pickups	1,153	0.03	1,515	0.05
Scrambler	—	0.00	67	0.00
Total	212,816	6.23	207,514	6.68
NISSAN				
Pickups	102,718	3.01	108,116	3.48
Grand Total	**3,416,296**	**100.00**	**3,105,011**	**100.00**

*—Now built in Mexico.

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1987 U.S. truck production outpaces '86 by 9.52%

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
CHEVROLET	93,029	95,893	110,865	299,787	104,938	104,841	100,479	310,258	103,787	91,985	80,424	276,196	96,297	86,459	83,338	266,094	1,152,335
DODGE/PLYMOUTH	18,657	21,177	25,251	65,085	24,289	26,506	34,597	85,392	12,366	30,203	35,689	78,258	40,063	33,224	28,511	101,798	330,533
FORD	129,207	130,732	143,928	403,867	127,569	127,531	121,541	376,641	86,992	104,918	132,920	324,830	148,016	119,396	109,265	376,677	1,482,015
GMC	29,882	32,206	34,093	96,181	33,848	33,660	34,649	102,157	34,929	25,354	32,153	92,436	33,921	27,140	22,013	83,074	373,848
NAVISTAR	6,206	6,134	7,072	19,412	6,947	6,639	7,361	20,947	2,314	6,761	6,447	15,522	7,256	6,684	6,151	20,091	75,972
JEEP	18,556	18,651	21,390	58,597	19,134	18,532	18,803	56,469	14,383	20,369	19,353	54,105	20,319	17,546	15,875	53,740	222,911
NISSAN	6,816	6,862	7,891	21,569	7,516	7,164	7,288	21,968	6,234	8,773	8,968	23,975	11,422	12,793	10,991	35,206	102,718
AM GENERAL*	2,000	1,800	1,800	5,600	1,740	1,890	1,980	5,610	2,070	1,800	2,070	5,940	1,980	1,890	1,530	5,400	22,550
MISCELLANEOUS*	9,200	9,200	9,200	27,600	10,120	9,660	10,120	29,900	12,580	9,200	10,580	32,360	10,120	9,660	7,820	27,600	117,460
Total trucks U.S.	**313,553**	**322,655**	**361,490**	**997,698**	**336,101**	**336,423**	**336,818**	**1,009,342**	**-275,655**	**299,363**	**328,604**	**903,622**	**369,394**	**314,792**	**285,494**	**969,680**	**3,880,342**

*—Actual figures for AM General and Miscellaneous trucks were not reported in 1987. These figures are Automotive News estimates.

1987 Canadian truck build dwindles 4.62%

Company	January	February	March	First Quarter Total	April	May	June	Second Quarter Total	July	August	September	Third Quarter Total	October	November	December	Fourth Quarter Total	Grand Total
DODGE/PLYMOUTH	34,617	36,392	38,481	109,490	34,310	34,645	37,424	106,379	14,673	28,244	24,374	67,291	33,750	30,191	27,029	90,970	374,130
JEEP	2,468	2,562	2,832	7,862	3,108	3,063	3,411	9,582	1,872	3,416	3,592	8,880	3,328	3,563	2,899	9,790	36,114
FORD	12,898	13,524	14,508	40,930	14,500	13,173	15,096	42,769	4,642	10,411	12,902	27,955	14,251	14,740	12,345	41,336	152,990
CHEVROLET	6,454	9,126	13,717	29,297	12,749	11,170	12,120	36,039	11,688	8,412	14,516	34,616	14,927	14,531	10,575	40,033	139,985
GMC	2,308	2,985	4,022	9,315	4,405	3,512	3,621	11,538	3,203	2,031	2,333	7,567	3,876	4,616	3,868	12,360	40,780
NAVISTAR	800	788	855	2,443	853	849	990	2,692	311	903	950	2,164	948	961	760	2,669	9,968
Total	**59,545**	**65,377**	**74,415**	**199,337**	**69,925**	**66,412**	**72,662**	**208,999**	**36,389**	**53,417**	**58,667**	**148,473**	**71,080**	**68,602**	**57,476**	**197,158**	**753,967**

PRODUCTION

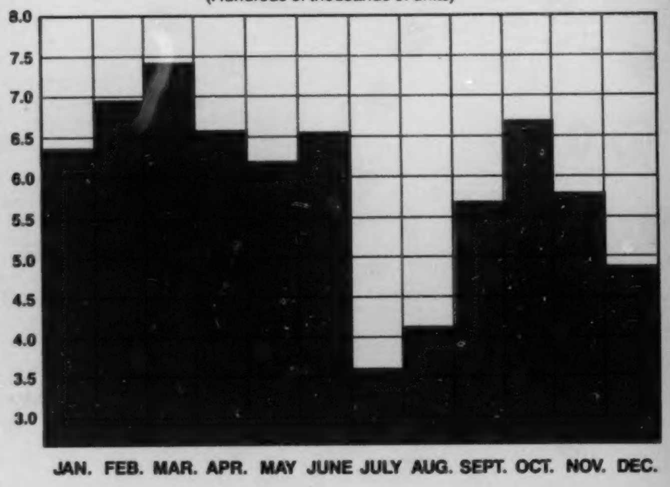
Midwest retains top share of U.S. car production

(Breakdown by states, 1987 vs. 1986)

	Total Output 1987	Pct. of Output 1987	Overall Pos., 1987	Total Output 1986	Pct. of Output 1986	Overall Pos., 1986	Pct. Pt. Change '87 vs. '86
Michigan	2,595,004	36.59	1	2,637,154	33.69	1	+2.90
Ohio	829,426	11.69	2	876,980	11.20	3	+0.49
Missouri	554,509	7.82	3	997,448	12.74	2	−4.92
Delaware	417,422	5.88	4	263,855	3.37	8	+2.51
Georgia	411,827	5.80	5	617,016	7.88	4	−2.08
California	386,660	5.45	6	342,471	4.37	6	+1.08
Illinois	355,273	5.01	7	562,164	7.18	5	−2.17
New Jersey	292,569	4.12	8	142,783	1.82	13	+2.13
Kansas	270,964	3.82	9	209,731	2.68	10	+1.14
Oklahoma	261,942	3.69	10	267,462	3.42	7	+0.27
Wisconsin	191,367	2.70	11	256,116	3.27	9	−0.57
New York	152,114	2.14	12	194,059	2.48	11	−0.34
Tennessee	117,334	1.65	13	65,147	0.83	16	+0.82
Massachusetts	108,481	1.53	14	153,562	1.96	12	−0.43
Pennsylvania	66,696	0.94	15	84,397	1.08	15	−0.14
Texas	54,890	0.77	16	130,942	1.67	14	−0.90
Kentucky	28,514	0.40	17	28,410	0.36	17	+0.40
Totals	**7,094,992**	**100.00**	—	**7,828,697**	**100.00**	—	—

PRODUCTION FOR 1987 BY MONTHS

(Hundreds of thousands of units)



1987 Canadian car production declines 24.54% or 263,369 units

Company	January	February	March	First Quarter	April	May	June	Second Quarter	July	August	September	Third Quarter	October	November	December	Fourth Quarter	Grand Total
Eagle	605	621	694	1,920	457	369	261	1,087	244	453	462	1,159	425	452	203	1,080	5,246
Premier	0	0	0	0	0	0	0	0	0	0	0	0	1,535	1,514	4,238	7,287	7,287
CHRYSLER Total	**605**	**621**	**694**	**1,920**	**457**	**369**	**261**	**1,087**	**244**	**453**	**462**	**1,159**	**1,960**	**1,966**	**4,441**	**8,367**	**12,533**
Escort	6,061	7,083	7,765	20,909	7,956	7,370	7,695	23,021	472	0	0	472	0	0	0	0	44,402
Lynx	1,053	348	392	1,793	241	5	0	246	0	0	0	0	0	0	0	0	2,039
Tempo	10,593	9,974	12,668	33,235	11,464	9,406	9,687	30,557	604	0	0	604	5,725	12,372	13,921	32,018	96,414
Topaz	3,686	4,879	3,630	12,195	4,936	5,310	5,734	15,980	343	0	0	343	1,674	3,947	4,262	9,883	38,401
Crown Victoria	10,739	10,376	12,622	33,737	11,709	10,490	11,981	34,180	6,561	7,330	10,999	24,890	11,967	11,948	9,564	33,479	126,286
Grand Marquis	11,917	12,121	12,494	36,532	12,767	11,715	11,486	35,968	6,612	4,113	11,124	21,849	10,974	11,777	9,334	32,085	126,434
FORD Total	**44,049**	**44,781**	**49,571**	**138,401**	**49,073**	**44,296**	**46,583**	**139,952**	**14,592**	**11,443**	**22,123**	**48,158**	**30,340**	**40,044**	**37,081**	**107,465**	**433,976**
Celebrity	0	0	0	0	0	250	4,349	4,599	9,401	4,538	11,065	25,004	8,490	9,462	2,621	20,573	50,176
Cutlass Ciera	13,945	13,130	14,432	41,507	9,902	9,374	17,486	36,762	6,468	4,615	14,954	26,037	20,170	20,154	13,771	54,095	158,401
Cutlass Supreme	4,672	8,647	0	13,319	0	0	0	0	0	0	0	0	0	0	0	0	13,319
Grand Prix	2,444	2,012	0	4,456	0	0	0	0	0	0	0	0	0	0	0	0	4,456
Pontiac 6000	7,583	8,529	10,178	26,290	7,695	5,940	6,522	20,157	2,148	2,525	9,646	14,319	6,715	6,249	3,791	16,755	77,521
Regal	0	0	0	0	0	0	162	162	561	2,140	4,508	7,209	8,044	10,219	9,719	27,982	35,353
GM Total	**28,644**	**32,318**	**24,610**	**85,572**	**17,597**	**15,564**	**28,519**	**61,680**	**18,578**	**13,818**	**40,173**	**72,569**	**43,419**	**46,084**	**29,902**	**119,405**	**339,226**
HONDA	**380**	**571**	**856**	**1,807**	**978**	**1,257**	**1,645**	**3,880**	**1,761**	**1,589**	**1,550**	**4,900**	**1,737**	**1,795**	**1,566**	**5,098**	**15,685**
VOLVO	**990**	**855**	**990**	**2,835**	**945**	**900**	**990**	**2,835**	**990**	**270**	**945**	**2,205**	**315**	**0**	**333**	**648**	**8,523**
Grand Total	**74,668**	**79,146**	**76,721**	**230,535**	**69,050**	**62,386**	**77,998**	**209,434**	**36,165**	**27,573**	**65,253**	**128,991**	**77,771**	**89,889**	**73,323**	**240,983**	**809,943**

Canadian car output leanest in 4 years

1987	809,943
1986	1,073,312
1985	1,090,963
1984	1,062,183
1983	968,774
1982	801,685
1981	642,587
1980	846,777
1979	944,933
1978	1,131,050
1977	1,129,575
1976	1,143,842
1975	1,056,602
1974	1,143,037
1973	1,234,566
1972	1,154,938
1971	1,094,486
1970	923,538
1969	1,035,354
1968	891,849
1967	714,084
1966	696,100
1965	709,568
1964	559,392
1963	532,915
1962	428,189
1961	326,841
1960	325,282

Canadian car production by corporation for 23 years

	AMC	Bricklin	Chrysler	Ford	Honda	GM	Renault	Studebaker	Volvo	Total
1987	—	—	12,553	433,976	15,685	339,226	—	—	8,523	809,943
1986	4,432	—	—	517,418	526	540,526	—	—	10,390	1,073,312
1985	11,311	—	—	495,955	—	573,687	—	—	10,030	1,090,983
1984	22,992	—	—	463,296	—	565,457	—	—	10,438	1,062,183
1983	29,551	—	104,365	272,642	—	551,826	—	—	10,390	968,774
1982	30,344	—	149,442	283,001	—	332,038	—	—	6,860	801,685
1981	34,535	—	69,149	191,928	—	437,622	—	—	10,336	743,570
1980	3,077	—	71,530	249,876	—	512,330	—	—	9,964	846,770
1979	—	—	134,086	284,610	—	517,471	—	—	8,766	944,933
1978	26,283	—	160,085	372,296	—	564,187	—	—	8,199	1,131,050
1977	41,708	—	219,747	341,329	—	198,456	—	—	4,506	805,746
1976	42,269	—	245,332	371,305	—	475,090	—	—	9,486	1,143,482
1975	48,373	2,085	261,275	324,783	—	406,323	—	—	13,763	1,056,602
1974	58,002	—	225,478	387,880	—	461,596	—	—	10,081	1,143,037
1973	74,290	—	260,722	445,299	—	443,806	—	—	10,449	1,234,566
1972	58,920	—	265,773	458,972	—	354,167	7,658	—	9,448	1,154,938
1971	42,908	—	232,749	392,433	—	406,186	11,930	—	8,280	1,094,486
1970	47,796	—	239,032	396,243	—	222,676	9,591	—	8,200	923,538
1969	35,819	—	201,115	391,105	—	391,561	9,739	—	6,015	1,035,354
1968	41,726	—	219,151	287,286	—	338,016	—	—	5,670	891,849
1967	33,094	—	186,675	177,689	—	312,275	—	—	4,351	714,084
1966	32,912	—	172,960	198,498	—	285,984	—	2,045	3,701	696,100
1965	31,347	—	135,846	169,176	—	351,304	—	18,542	3,353	709,568

SALES/REGISTRATIONS

Last year turned out to be the fourth best in the past decade for combined car and truck sales in the United States.

Although passenger-car sales in 1987 fell 10.80 percent to 10,225,289 from 11,463,092 in 1986, record truck sales of 4,962,938 in 1987 versus 4,875,708 in 1986 helped offset the car decline.

In spite of cross-currents from fluctuating currencies, including the weakening of the dollar against the Japanese yen, and more cautious consumer buying attitudes following the stock market tumble on Oct. 19, 1987, vehicle makers managed a fair recovery.

A spate of sales incentives throughout the year bolstered already healthy truck sales and sporadically boosted less sprightly car sales.

The continued popularity of vans and sport-utility vehicles helped the light-truck segment garner nearly a third of the total vehicle market last year. Light-truck sales reached 4,668,483 in 1987, up 1.38 percent from 4,606,837 in 1986.

The Big Three domestic producers shared light-truck sales increases, while sales of imported trucks declined in 1987.

Sales of 3,144,027 imported cars in 1987 lagged slightly behind the record total of 3,248,430 in 1986. However, imports still took nearly a third of total new-car sales in the United States.

There was some rearranging of positions in the U.S. automobile market last year. Ford Motor Co. car sales slipped to 2,019,783 from 2,066,507 in 1986, although its Ford Taurus and Escort were the top-selling models for the year.

General Motors and Chrysler Motors car sales declined by more than 20 percentage points in 1987. GM deliveries fell 977,260 units to 3,555,538 compared with 4,532,798 sold the previous year. Chrysler deliveries dropped to 962,057 from 1,246,316 in 1986.

Honda was the most prominent import/transplant performer in 1987. Although its total sales in the United States declined to 628,836 in 1987 versus 640,646 in 1986, American Honda Manufacturing Inc. delivered 316,618 domestically built cars in 1987. Honda Accord was the third-best selling model in the United States last year.

Other Japanese firms benefiting from U.S. production were Nissan Motor Manufacturing Corp. in U.S.A. with sales of 119,678 in 1987 versus 52,602 in 1986, and Toyota Motor Sales U.S.A. Inc. with U.S.-built (NUMMI) deliveries of 44,853 against 7,281 in 1986.

Worldwide auto capacity continued to grow in 1987. Western Europe held the lead in worldwide passenger-car registrations in 1987.

New-car registrations in Western Europe surged to 12,260,202 in 1987 compared with 11,536,583 in 1986. That was an increase of 6.27 percent over the previous year.

United States and Canada placed second worldwide with combined automobile registrations of 11,150,655 in 1987 compared to 12,611,890 in 1986, according to R.L. Polk & Co. data. ■

Western European car registrations: Germany, France, Italy lead in '87

Country	1987	% Share	1986	% Share	% Change
Austria	243,221	1.98	252,175	2.19	– 3.55
Belgium	406,239	3.31	395,039	3.42	2.84
Denmark	124,097	1.01	169,386	1.47	–26.74
Ireland	54,219	0.44	59,762	0.52	– 9.28
Finland	151,432	1.24	143,183	1.24	5.76
France	2,105,180	17.17	1,911,521	16.57	10.13
Germany	2,915,654	23.78	2,829,438	24.53	3.05
Italy	1,976,537	16.12	1,825,383	15.82	8.28
Netherlands	555,743	4.53	560,512	4.86	– 0.85
Norway	115,097	0.94	167,352	1.45	–31.22
Portugal	127,515	1.04	114,226	0.99	11.63
Spain	852,323	6.95	655,892	5.69	29.95
Sweden	315,950	2.58	270,070	2.34	16.99
Switzerland	303,302	2.47	300,170	2.60	1.04
United Kingdom	2,013,693	16.42	1,882,474	16.32	6.97
Total	**12,260,202**	**100.00**	**11,536,583**	**100.00**	**6.27**

SOURCE: AID Ltd. Reuse or republication without permission is prohibited.

Western European car registrations total rises 6.24% in 1987

Manufacturer	1987 Totals	1986 Totals	% of Change
VW-Audi Group	1,599,215	1,473,922	8.50
SEAT (VAG)	229,080	216,529	5.80
Fiat-Lancia	1,562,624	1,452,834	7.60
Alfa Romeo (Fiat)	184,248	170,471	8.08
Peugeot SA	1,495,011	1,320,733	13.20
Ford	1,466,774	1,353,748	8.35
Renault	1,301,541	1,227,848	0.60
Opel-GM	1,299,344	1,259,388	3.17
Mercedes-Benz	431,751	436,837	– 1.17
Rover Group	412,375	408,027	1.19
Nissan	352,330	337,520	4.39
Toyota	341,730	332,945	2.64
BMW	292,746	295,542	– 0.09
Volvo	266,727	267,120	– 0.04
Mazda	234,274	238,361	1.72
Mitsubishi	149,119	139,862	6.62
Honda	126,721	134,087	5.50
Lada	118,240	107,631	9.86
Suzuki	79,175	65,509	20.86
Saab	69,165	68,284	1.30
Subaru	54,607	50,442	8.26
Daihatsu	37,163	36,500	1.72
Skoda	35,173	37,221	5.50
Jaguar	17,287	11,618	48.80
Porsche	14,189	20,338	30.23
Isuzu	9,851	7,545	30.56
Wartburg	2,635	2,953	0.60
Others	76,545	66,234	15.57
Totals	**12,259,820**	**11,540,045**	**6.24**
JAPAN	**1,385,615**	**1,342,771**	**3.28**

SOURCE: AID Ltd.; reuse or republication is prohibited.

Japanese car registrations rise 2.92%, market share in Europe ebbs slightly

Manufacturer	1987	% Share	1986	% Share	% Change
Nissan	352,280	2.87	338,192	2.93	4.17
Toyota	341,616	2.79	334,049	2.89	2.27
Mazda	234,401	1.91	238,590	2.07	– 1.76
Mitsubishi	149,168	1.22	140,019	1.21	6.53
Honda	126,687	1.03	134,222	1.16	– 5.61
Suzuki	79,040	0.64	65,607	0.57	20.47
Subaru	54,591	0.45	50,561	0.44	7.97
Daihatsu	37,116	0.30	36,545	0.32	1.56
Isuzu	9,791	0.08	7,561	0.07	29.49
Total Japan	1,384,690	11.29	1,345,346	11.65	2.92
Total Western Europe	12,260,202	100.0	11,546,583	100.0	6.18

World's major exporters

	Total vehicles 1987	Total vehicles 1986
Brazil	344,170	183,279
France	1,852,136	1,702,400
Germany	2,607,299	2,693,739
Japan	6,304,925	6,604,923
Mexico	162,743	123,103
South Korea	546,310	306,369
Spain	836,857	813,823
United States	811,869	842,401
U.S.S.R.	*427,000	N.A.

NOTES: *—Automotive News' estimate.
U.S. total includes only light trucks. (U.S. Dept. of Commerce).

Western European new car registrations surge to 12.26 million

Manufacturer	Austria	Belgium	Denmark	Ireland	Finland	France	Germany	Italy	Netherlands	Norway	Portugal*	Sweden	Switzerland	Spain	U.K.	Total	Market Share
VW-Audi Group	47,899	60,014	9,547	3,420	10,837	128,706	861,746	164,303	56,513	11,654	660	37,700	46,312	51,781	108,123	1,599,215	13.04
Fiat-Lancia	12,794	13,557	7,185	3,159	4,089	134,416	126,521	1,063,009	31,117	5,318	15,600	6,942	24,239	42,663	72,015	1,562,624	12.75
Peugeot SA	16,981	57,302	13,709	2,045	7,476	703,495	123,265	148,804	64,951	7,609	17,550	11,001	25,374	148,171	147,278	1,495,011	12.19
Ford	23,132	39,487	13,861	7,565	11,505	143,448	301,041	78,438	56,317	16,169	7,100	34,299	21,400	132,893	580,119	1,466,774	11.96
Renault	11,725	35,339	427	2,140	1,147	641,657	89,598	156,862	22,622	856	44,400	5,072	16,920	194,082	78,694	1,301,541	10.62
Opel-GM	27,854	47,260	17,955	5,712	12,823	96,847	454,535	57,254	89,288	12,202	15,200	31,349	39,257	121,030	270,778	1,299,344	10.60
Mercedes-Benz	9,277	12,260	1,623	481	3,285	24,535	289,399	26,597	12,310	2,352	1,150	7,949	8,260	10,501	21,752	431,731	3.52
Rover Group	395	4,216	705	2,363	0	40,702	11,144	23,722	4,709	40	7,100	9	2,248	13,211	301,811	412,375	3.36
Nissan	13,732	19,423	6,371	7,019	15,750	17,844	84,540	27	31,327	7,049	2,300	18,059	13,722	924	114,243	352,330	2.87
Toyota	17,271	26,843	14,808	9,710	22,373	14,296	93,348	1,987	31,159	15,601	6,100	22,779	26,702	484	38,269	341,730	2.79
BMW	5,435	10,015	1,971	459	2,476	26,585	148,922	18,038	12,192	1,876	1,100	5,739	11,766	8,647	37,525	292,746	2.39
Volvo	2,954	9,227	4,429	539	8,118	18,755	17,301	16,316	26,553	9,168	1,550	72,492	5,378	3,067	70,880	266,727	2.18
Mazda	19,663	10,572	11,543	2,147	8,935	16,579	90,969	9	24,455	8,459	270	13,879	7,977	0	18,817	234,274	1.91
SEAT	1,371	5,557	1,030	591	1,714	30,607	10,461	61,547	6,517	0	4,400	0	3,775	93,445	8,065	229,080	1.87
Alfa Romeo	1,839	3,373	698	37	0	17,552	6,249	115,863	4,140	101	1,450	1,302	5,834	22,507	2,303	184,248	1.50
Mitsubishi	8,522	9,559	2,428	1,780	7,391	3,275	68,579	714	15,255	4,979	0	3,616	11,052	143	11,826	149,119	1.22
Honda	5,047	8,455	2,611	1,097	5,439	10,239	41,515	190	11,947	3,115	510	4,106	7,707	0	24,743	126,721	1.03
Lada	3,146	16,049	3,977	993	14,650	22,893	10,878	1,414	12,431	1,951	0	2,645	0	1,919	25,294	118,240	0.96
Suzuki	5,168	3,277	171	488	1,098	867	27,123	9,899	17,983	837	0	2,428	4,224	0	5,612	79,175	0.65
Saab	325	1,563	1,000	160	6,749	2,626	5,476	3,908	2,218	1,715	80	30,202	2,071	661	10,411	69,165	0.56
Subaru	4,136	2,974	363	576	1,150	0	16,714	354	4,723	2,553	0	1,772	14,332	0	4,960	54,607	0.45
Daihatsu	2,451	2,311	2,146	685	550	0	12,989	462	7,119	771	0	1,706	1,413	0	4,560	37,163	0.30
Skoda	1,353	2,626	3,067	12	1,864	1,462	2,622	1,917	3,569	414	0	98	0	1,606	14,543	35,173	0.29
Jaguar	138	523	52	53	0	894	2,175	610	579	57	25	110	657	312	11,102	17,287	0.14
Porsche	254	415	13	3	0	1,612	8,465	811	188	14	20	429	1,090	875	0	14,189	0.12
Isuzu	127	122	2	279	0	0	5,656	108	0	141	0	139	935	0	2,342	9,851	0.08
Wartburg	0	639	782	0	402	0	0	0	0	0	0	0	0	1,012	0	2,835	0.02
Others	232	3,281	1,623	706	1,611	5,268	4,423	22,378	5,561	96	950	128	271	2,389	27,628	76,545	0.62
Totals	**243,221**	**406,239**	**124,097**	**54,219**	**151,432**	**2,105,180**	**2,915,654**	**1,976,541**	**555,743**	**115,097**	**127,515**	**315,950**	**302,916**	**852,323**	**2,013,693**	**12,259,820**	**100.0**
Japanese	**76,117**	**83,536**	**40,443**	**23,781**	**62,686**	**63,100**	**441,433**	**13,750**	**143,968**	**43,505**	**9,180**	**68,484**	**88,064**	**2,196**	**225,372**	**1,385,615**	**11.30**
Japanese percent	**31.3**	**20.6**	**32.6**	**43.9**	**41.4**	**3.0**	**15.1**	**0.7**	**25.9**	**37.8**	**7.2**	**21.7**	**29.1**	**0.3**	**11.2**	**11.3**	

NOTE: *—Portugal is estimated.

SOURCE: AID Ltd.; republication without permission is prohibited.

SALES/REGISTRATIONS

U.S. import sales lag behind 1986 by 2.93%

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	1987	1986
ACURA	5,667	7,056	8,774	9,503	9,562	9,609	9,667	10,317	10,112	10,024	8,740	10,439	109,470	52,869
Integra	3,533	4,428	5,205	5,252	5,163	4,800	4,768	4,629	4,753	4,133	3,496	4,597	54,757	27,807
Legend	2,134	2,628	3,569	4,251	4,399	4,809	4,899	5,688	5,359	5,891	5,244	5,842	54,713	25,062
ALFA ROMEO	511	587	538	492	637	657	630	523	449	492	372	432	6,320	8,201
GTV-6	9	5	10	11	8	4	6	4	3	6	0	0	66	N.A.
Milano	217	227	225	168	208	250	285	221	251	316	227	264	2,859	N.A.
Spider	285	355	303	313	421	403	339	298	195	170	145	168	3,395	N.A.
ASTON MARTIN	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	64	74
AUDI	2,072	1,972	2,489	4,901	5,538	7,915	4,562	2,694	3,096	1,944	2,303	1,836	41,322	59,797
4000S	351	369	478	325	626	1,239	2,891	1,387	1,096	127	96	58	9,043	12,263
4000CS Quattro	207	161	172	125	166	289	575	445	543	109	97	40	2,929	4,174
5000S	1,057	969	1,308	3,283	3,522	4,753	474	389	757	1,007	980	694	19,193	30,811
5000CS Turbo	175	170	200	663	668	878	133	87	150	170	179	131	3,604	6,303
5000CS Turbo Quattro	185	221	217	428	442	584	142	133	232	235	236	190	3,245	3,400
80	0	0	0	0	0	0	0	0	0	58	236	256	550	0
90	0	0	0	0	0	0	0	0	0	63	339	366	768	0
Coupe GT	97	82	114	77	114	172	347	253	318	175	140	101	1,990	2,846
BERTONE	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	845	1,482
BMW	5,013	6,560	7,504	8,409	7,790	7,711	7,871	8,057	8,486	7,403	6,291	6,744	87,839	96,759
318i	1	3	2	2	6	1	0	0	0	1	2	0	18	907
524 TD	5	7	10	1	0	3	1	1	0	0	0	0	28	1,759
325	3,470	4,797	5,294	4,898	5,219	4,929	4,941	5,569	5,873	4,551	3,806	4,410	57,757	60,915
528e	786	790	981	804	669	867	832	811	716	806	761	582	9,405	15,880
535i/535is	376	512	583	1,254	412	479	654	434	490	526	452	375	6,547	7,377
6-series	142	151	188	190	167	161	150	132	316	140	158	49	1,944	2,979
7-series	231	255	326	1,158	1,196	1,098	1,016	870	842	1,113	861	1,062	10,028	6,942
M-3	0	0	0	0	13	61	187	159	150	175	173	203	1,121	0
M-5	1	0	39	22	35	48	29	42	57	47	50	33	403	0
M-6	1	45	81	80	73	64	61	39	42	44	28	30	588	0
CHEVROLET	9,928	8,815	10,571	10,657	9,294	10,897	12,326	15,335	15,814	10,327	11,631	11,616	137,211	160,363
Spectrum	6,056	5,205	6,673	6,383	5,335	6,628	7,924	7,927	8,112	4,966	6,105	5,538	76,852	99,380
Sprint	3,872	3,610	3,898	4,274	3,959	4,269	4,402	7,408	7,702	5,361	5,526	6,078	60,359	60,983
CHRYSLER/MITSUBISHI	8,703	9,690	11,269	10,226	9,666	11,085	12,946	13,001	11,023	8,424	7,258	7,046	120,337	135,528
Colt	6,019	5,819	6,710	6,584	6,366	7,344	8,613	8,433	7,419	5,831	5,137	5,092	79,367	93,343
Conquest	648	1,073	1,522	1,240	1,030	1,147	1,036	1,070	842	767	616	599	11,590	7,089
Vista	2,036	2,798	3,037	2,402	2,270	2,594	3,297	3,498	2,762	1,826	1,505	1,355	29,380	35,096
EAGLE/RENAULT	0	0	1,139	1,162	1,477	1,792	1,368	1,382	1,173	1,260	1,391	1,847	13,991	4,152
Medallion	0	0	1,139	1,162	1,477	1,792	1,368	1,382	1,173	1,260	1,391	1,847	13,991	0
FERRARI	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	1,054	771
FORD Festiva	0	0	0	351	1,102	1,492	2,412	5,172	5,885	3,400	3,224	3,712	26,750	0
HONDA	20,482	21,797	21,536	20,448	26,325	21,469	27,342	23,472	28,057	33,453	27,341	40,496	312,218	405,399
Civic/CRX	9,734	8,728	9,953	8,021	12,035	10,423	13,296	11,879	7,367	13,857	11,947	17,479	134,719	212,791
Accord	6,705	7,228	7,183	7,779	8,037	7,246	9,394	6,914	12,420	10,271	9,646	11,968	104,791	112,767
Prelude	4,043	5,841	4,400	4,648	6,253	3,800	4,652	4,679	8,270	9,325	5,748	11,049	72,708	79,841
HYUNDAI	18,006	18,656	19,502	21,320	22,383	27,189	30,472	26,850	21,099	20,714	18,074	19,345	263,610	168,882
ISUZU	1,950	1,622	1,917	2,953	3,271	4,438	5,154	5,874	3,424	2,472	2,722	3,790	39,587	38,910
I-Mark	1,015	1,124	1,418	2,284	2,652	3,912	4,675	5,372	2,798	1,767	2,044	3,239	32,300	26,046
Impulse	935	498	499	669	619	526	479	502	626	705	678	551	7,287	12,864
JAGUAR	1,057	1,466	1,545	1,460	2,304	2,192	2,040	2,084	2,192	1,970	1,761	2,848	22,919	24,464
XJ-6	820	1,062	1,119	1,140	1,960	1,62[illegible]	1,514	1,443	1,561	1,507	1,439	2,353	17,539	19,579
XJ-S	237	404	426	320	344	571	526	641	631	463	322	495	5,380	4,885
LAMBORGHINI	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	124	107
LOTUS	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	170	149
MASERATI	60	65	123	94	86	79	69	66	40	75	73	90	920	1,334
MAZDA	11,043	10,049	19,188	13,020	15,129	21,144	20,036	20,756	18,400	20,368	18,572	18,649	206,354	222,676
323	3,972	4,043	7,541	4,751	5,397	6,146	7,785	8,522	6,941	7,602	6,551	6,961	76,212	74,062
626	4,558	3,857	7,753	5,143	6,089	11,302	8,768	6,634	5,178	5,264	4,849	5,044	74,439	92,411
MX-6	0	0	0	0	0	0	0	404	2,813	2,866	2,392	1,970	10,445	0
929	0	0	0	0	0	0	0	87	623	1,744	2,227	2,232	6,913	0
RX-7	2,513	2,149	3,894	3,126	3,643	3,696	3,483	5,109	2,845	2,892	2,553	2,442	38,345	56,203
MERCEDES-BENZ	6,086	8,088	7,946	7,731	8,287	7,273	7,109	7,463	7,796	7,609	6,748	7,762	89,918	99,314
190	1,356	1,778	1,671	1,583	1,604	1,454	1,458	1,556	1,448	1,286	1,077	1,274	17,545	21,803
260E	255	410	521	562	567	486	500	519	589	672	523	556	6,160	859
300	1,667	2,156	2,145	1,949	2,187	1,849	1,869	1,899	2,053	1,961	1,689	2,032	23,456	27,521
300SDL Turbo	445	668	648	587	699	573	586	604	526	396	186	117	6,035	6,850
300SEL	0	0	0	0	0	0	0	0	0	23	304	579	906	0
420SEL	906	1,202	1,188	1,111	1,277	1,191	1,168	1,369	1,637	1,633	1,125	1,138	14,945	15,958
560SEL	466	617	548	532	562	453	428	440	452	495	655	698	6,346	9,922
560SL	844	1,050	961	1,109	1,106	944	875	930	933	930	1,004	1,139	11,825	12,214
560SEC	109	161	180	185	162	119	124	116	121	144	162	202	1,785	2,175
Tourist	38	46	84	113	123	204	101	50	37	69	23	27	915	2,012
MERKUR	410	486	1,219	541	1,045	1,432	1,922	2,482	2,268	1,015	845	636	14,301	14,315
XR4Ti	410	486	1,219	541	711	641	817	1,170	1,577	595	556	400	9,123	14,315
Scorpio	0	0	0	0	334	791	1,105	1,312	691	420	289	236	5,178	0
MITSUBISHI	2,326	5,314	6,431	6,275	6,046	7,755	6,984	6,351	5,411	5,193	4,683	5,185	67,954	49,436
Starion	234	613	531	577	400	608	499	474	338	309	244	257	5,084	5,792
Cordia	180	452	351	429	324	432	320	230	358	496	421	506	4,499	4,997
Tredia	194	469	308	437	489	626	655	659	425	304	226	180	4,972	9,449
Mirage	728	1,596	1,322	1,189	1,696	1,938	1,388	832	877	924	1,102	1,593	15,185	14,640
Galant	710	1,504	867	1,183	764	912	748	748	920	940	797	763	10,856	14,363
Precis	0	0	2,457	1,820	1,699	2,467	2,668	2,944	1,992	1,767	1,390	1,454	20,658	0
Van/Wagon	280	680	595	640	674	772	706	464	501	453	503	432	6,700	195
NISSAN	35,967	38,339	41,824	29,087	25,732	37,013	34,847	33,746	35,350	33,094	31,330	29,667	405,996	494,294
Sentra	10,794	13,222	14,734	7,073	4,466	10,395	10,546	8,072	6,320	11,083	12,578	11,856	121,139	158,893
Pulsar	5,499	6,069	6,671	5,320	4,436	5,588	5,713	5,933	6,168	4,317	3,439	3,022	62,175	47,350
Stanza	5,366	3,005	6,020	4,377	4,668	6,045	5,550	5,684	8,064	5,464	5,120	5,382	64,745	67,804
Maxima	7,258	8,060	7,964	6,544	6,958	8,717	8,028	9,370	10,044	8,365	6,671	6,113	94,092	112,755
200SX	3,243	3,523	3,085	2,638	2,507	3,235	2,649	2,434	2,432	1,822	1,388	1,240	30,196	45,952
300ZX	3,8[illegible]	4,460	3,350	3,135	2,697	3,033	2,361	2,253	2,322	2,043	2,134	2,054	33,649	52,936
Hawaii	0	0	0	0	0	0	0	0	0	0	0	0	0	8,604
PEUGEOT	920	639	714	706	706	755	853	793	894	615	873	954	9,422	14,336
Retail	919	639	703	700	695	740	834	788	874	615	870	943	9,320	14,296
Tourist	1	0	11	6	11	15	19	5	20	0	3	11	102	40
PONTIAC LeMans	0	0	0	0	0	3,454	5,849	9,510	8,135	3,042	2,664	2,910	35,564	0
PORSCHE	1,654	1,815	2,394	2,288	2,473	2,200	2,052	2,137	2,301	1,480	1,557	1,281	23,632	30,471
924S	131	178	273	276	317	312	252	366	446	201	118	105	2,975	3,096
944	415	420	567	526	659	595	625	678	788	355	389	319	6,336	9,488
944S	216	241	278	241	195	177	125	130	123	62	48	39	1,875	808
944 Turbo	196	221	244	258	239	225	204	215	233	237	211	105	2,588	6,215
911 Coupe	294	323	406	427	442	364	370	333	298	277	319	304	4,157	4,485
911 Turbo	75	87	150	151	164	144	159	131	139	110	128	103	1,541	1,384
911 Cabriolet	155	183	288	241	248	218	159	145	145	107	153	150	2,192	2,215
928S	172	162	188	168	209	165	158	139	129	131	191	156	1,968	2,780
ROLLS-ROYCE	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	1,208	1,155
SAAB	3,681	3,265	3,817	3,149	3,897	4,279	4,754	4,657	3,637	3,902	2,965	3,103	45,106	48,246
900	793	633	812	675	831	913	1,015	1,091	881	927	640	627	9,838	13,869
900S	1,188	995	1,119	1,040	1,321	1,425	1,555	1,606	1,264	1,181	798	858	14,350	15,151
900 Turbo	645	618	792	603	770	836	974	922	702	829	681	748	9,120	8,627
9000S	252	321	340	288	325	584	438	402	345	326	303	274	4,198	46
9000 Turbo	760	681	681	471	578	353	662	560	402	609	528	573	6,858	9,721
Tourist	43	17	73	72	72	168	110	76	43	30	15	23	742	832
STERLING	0	1,043	1,535	1,621	1,022	1,160	1,510	1,426	1,465	1,433	1,045	911	14,171	0

SALES/REGISTRATIONS

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	1987	1986
SUBARU	8,734	12,347	13,862	12,102	16,126	14,343	14,436	17,745	19,674	17,728	13,443	15,324	175,864	179,100
Hatchback	717	610	663	545	495	563	593	839	766	941	836	809	8,377	15,972
3-Door	735	999	1,153	995	1,397	1,253	1,260	1,400	1,484	1,470	1,236	1,159	14,541	12,032
4-Door Sedan	2,061	3,038	3,538	2,951	4,159	3,692	3,642	3,898	4,285	3,426	2,143	2,564	39,397	49,706
XT	989	1,700	1,938	1,508	2,022	1,695	1,649	1,565	1,555	1,142	978	1,160	17,901	23,947
Station Wagon	3,910	5,144	5,665	5,307	7,263	6,216	6,426	8,684	10,347	9,215	6,601	7,630	82,408	77,438
Justy	322	856	905	796	790	924	866	1,359	1,237	1,534	1,649	2,002	13,240	5
TOYOTA	29,305	34,713	37,099	43,339	50,677	47,584	53,345	61,451	47,002	55,361	51,254	72,679	583,809	633,914
Corolla	5,159	6,437	7,885	8,210	9,099	8,065	9,452	10,928	8,092	13,502	13,811	18,807	119,447	152,137
Tercel	4,373	5,602	6,287	7,172	8,437	8,993	10,509	11,353	7,900	9,894	8,928	11,142	100,590	76,914
Celica	4,570	5,426	4,905	6,644	7,972	6,692	7,735	9,644	7,326	6,064	5,199	7,156	79,333	106,731
Supra	1,942	2,321	1,865	2,669	2,911	2,467	2,733	3,003	2,991	2,470	1,916	2,619	29,907	33,823
Camry	9,041	9,887	10,909	13,156	16,447	15,849	17,854	20,725	14,673	18,111	16,534	23,447	186,633	151,767
Cressida	1,491	1,883	1,583	1,989	1,935	1,548	1,690	2,291	2,623	1,748	1,243	1,944	21,968	42,180
Land Cruiser	328	261	380	321	306	330	405	366	390	506	605	810	5,008	4,475
Van	910	1,157	1,410	1,223	1,274	1,171	1,144	1,272	1,049	770	594	918	12,892	21,936
4Runner SR-5	102	116	96	110	133	178	175	201	137	299	630	1,458	3,635	5,564
MR2	1,050	1,298	1,455	1,555	1,896	1,386	1,274	1,321	1,391	1,137	869	1,215	15,847	28,851
Hawaii	339	325	324	290	267	905	374	347	430	860	925	3,163	8,549	9,536
VOLKSWAGEN	5,228	7,250	8,474	13,882	15,208	12,813	14,278	11,002	10,850	10,765	9,229	11,662	130,641	143,319
Cabriolet	678	975	1,204	1,581	1,882	1,558	1,517	1,243	1,096	780	504	545	13,563	14,275
Jetta	3,170	3,984	4,382	4,665	7,631	5,163	6,413	2,976	2,980	3,036	3,289	4,864	52,553	93,611
Vanagon	508	704	880	1,028	1,118	742	844	1,201	1,296	1,053	564	718	10,656	12,669
Quantum	427	464	524	551	637	515	586	855	825	800	234	304	6,722	11,880
Scirocco	445	584	587	701	799	615	631	681	697	652	253	326	6,971	10,884
Fox	0	539	897	5,356	3,141	4,220	4,287	4,046	3,956	4,444	4,385	4,905	40,176	0
VOLVO	12,619	9,043	10,562	10,255	10,402	9,083	8,907	10,080	8,647	6,438	6,493	4,010	106,539	113,267
240 Series	6,099	4,507	5,185	4,878	5,185	4,609	4,131	4,624	3,176	2,616	2,486	1,611	49,107	54,195
740 Series	5,028	3,491	4,206	4,213	3,980	3,129	3,375	3,784	3,415	2,498	2,513	1,728	41,360	46,578
760 Series	1,425	931	1,070	997	1,004	1,027	1,113	1,474	1,896	1,236	1,376	560	14,109	10,313
780	1	0	0	0	6	28	97	82	116	64	72	45	511	0
Tourist	66	114	101	167	227	290	191	116	44	24	46	66	1,452	2,181
YUGO	4,174	5,059	4,571	4,357	4,111	4,761	4,038	4,200	3,891	3,606	3,204	2,840	48,812	35,959
IMPORT TOTAL	195,596	215,736	246,543	240,329	260,296	281,574	297,779	308,646	286,571	273,607	246,086	287,814	3,144,042	3,239,043

Total U.S. sales

Domestics and Imports

1968	9,655,519
1969	9,582,075
1970	8,403,057
1971	10,241,784
1972	10,943,402
1973	11,446,589
1974	8,851,956
1975	8,627,120
1976	10,099,573
1977	11,175,554
1978	11,308,498
1979	10,643,554
1980	8,975,209
1981	8,532,672
1982	7,978,177
1983	9,181,036
1984	10,393,230
1985	11,045,784
1986	11,453,705
1987	10,225,304

Import sales, 20 years

U.S. sales of import cars

1968	1,030,700
1969	1,117,700
1970	1,287,520
1971	1,565,500
1972	1,621,900
1973	1,776,900
1974	1,403,035
1975	1,577,000
1976	1,493,000
1977	2,071,100
1978	2,000,500
1979	2,327,932
1980	2,396,934
1981	2,326,376
1982	2,221,517
1983	2,385,734
1984	2,441,713
1985	2,841,063
1986	3,239,043
1987	3,144,042

Domestic sales

Sales of U.S. new cars

1968	8,624,819
1969	8,464,375
1970	7,115,537
1971	8,676,284
1972	9,321,502
1973	9,669,689
1974	7,448,921
1975	7,050,120
1976	8,606,573
1977	9,104,454
1978	9,307,998
1979	8,315,622
1980	6,578,275
1981	6,206,296
1982	5,756,660
1983	6,795,302
1984	7,951,517
1985	8,204,721
1986	8,214,662
1987	7,081,262

U.S. diesel-powered car sales drop 60.80%

	1987 Sales	Percent Share of Diesel Market	1986 Sales	Percent Share of Diesel Market
Buick	0	—	0	—
Cadillac	0	—	0	—
Chevrolet	0	—	0	—
Oldsmobile	0	—	0	—
Pontiac	0	—	0	—
GM	**0**	**—**	**0**	**—**
Ford Motor Co.	**1,402**	**8.45**	**7,000***	**16.53**
VW	257	1.55	14,630	34.55
Audi	0	—	0	—
VWoA	**257**	**1.55**	**14,630**	**34.55**
Mercedes-Benz	14,941	90.00	14,329	33.84
Volvo	0	—	2,150	5.08
BMW	0	—	1,759	4.15
Peugeot	0	—	1,609	3.80
Nissan	0	—	0	—
Toyota	0	—	867	2.05
Isuzu	0	—	0	—
Diesel Total	**16,600**	**100.00**	**42,344**	**100.00**
Total U.S. new-car sales	**7,081,267**	—	**11,454,468**	—
Diesel percent of total U.S. car sales	—	0.023	—	0.37

NOTE: *—Estimated.

Imported new-car sales in U.S. since 1976

	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976
Acura	109,470	52,869	—	—	—	—	—	—	—	—	—	—
Alfa Romeo	6,320	8,201	4,502	3,702	3,002	2,194	2,301	3,000	4,011	6,237	6,712	5,283
Aston Martin	64	74	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
Audi	41,322	59,797	74,061	71,237	47,936	45,954	50,817	42,483	42,709	40,878	35,854	33,316
Bertone	845	1,482	N.A.	N.A.	—	—	—	—	—	—	—	—
BMW	87,839	96,759	87,832	70,897	59,242	52,393	41,761	37,071	34,521	31,457	28,776	26,040
Capri	—	—	—	—	—	—	—	—	—	4,079	22,458	29,904
Chevrolet Spectrum	76,852	92,380	53,968	2,077	—	—	—	—	—	—	—	—
Chevrolet Sprint	60,359	60,983	30,892	10,927	—	—	—	—	—	—	—	—
Chrysler Conquest	11,217	2,572	—	—	—	—	—	—	—	—	—	—
DeLorean	—	—	—	—	—	2,830	3,009	—	—	—	—	—
Dodge Colt	41,787	48,249	39,724	36,560	39,158	75,031	42,796	50,689	62,705	44,570	70,679	48,542
Dodge Conquest	234	2,335	2,716	3,725	14,024	14,128	12,690	12,924	14,166	17,649	1,832	—
Dodge Vista	15,336	18,101	12,023	7,805	2,311	—	—	—	—	—	—	—
Eagle	13,991	4,152	7,205	12,243	33,229	37,540	30,869	25,365	18,862	15,739	13,198	6,880
Fiat	—	—	—	—	6,184	14,113	32,185	37,814	58,934	60,435	63,479	61,540
Ferrari	1,054	771	N.A.	N.A.	N.A.	N.A.	N.A.	779	679	617	N.A.	N.A.
Fiesta	—	—	—	—	—	—	32,856	68,595	78,109	76,145	40,549	—
Ford	26,750	—	—	—	—	—	—	—	—	—	—	—
Honda	312,218	405,399	406,413	374,819	350,670	365,865	370,705	375,388	353,291	274,876	223,633	150,929
Hyundai	263,610	168,882	—	—	—	—	—	—	—	—	—	—
Isuzu	39,587	38,910	26,953	17,233	20,731	15,462	17,805	—	—	—	—	—
Jaguar	22,919	24,464	20,528	18,044	15,815	10,349	4,695	3,029	3,748	4,782	4,349	7,384
Lamborghini	124	107	26	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
Lancia	—	—	—	—	637	1,174	1,068	2,100	1,602	2,811	5.500	—
Lotus	170	149	—	—	—	—	—	—	—	—	—	—
Maserati	920	1,334	1,190	2,023	—	—	—	—	—	—	—	—
Mazda	206,354	222,676	211,093	169,666	173,388	163,150	166,105	161,623	156,533	75,309	50,609	35,383
Mercedes-Benz	89,918	99,314	89,098	79,222	73,692	65,963	63,059	53,790	52,819	46,695	48,722	43,205
Merkur	14,301	14,315	8,974	—	—	—	—	—	—	—	—	—
MG	—	—	—	—	—	3,712	13,370	26,025	26,656	34,794	28,436	27,946
Mitsubishi	67,954	49,436	49,734	39,104	32,755	3,950	—	—	—	—	—	—
Nissan	405,996	494,294	535,372	485,298	521,902	470,246	464,805	516,890	472,252	388,096	388,378	270,103
Opel	—	—	—	—	—	—	—	—	13,815	19,222	29,067	10,483
Peugeot	9,422	14,296	15,636	20,007	15,241	14,323	16,725	12,930	11,688	9,061	10,002	9,497
Plymouth Colt	37,580	45,094	36,491	32,819	34,513	—	42,128	55,474	48,680	28,296	47,345	30,430
Plymouth Conquest	139	2,182	2,671	3,344	11,571	13,068	13,326	10,263	12,322	12,277	1,406	—
Plymouth Vista	14,044	16,995	11,588	7,465	1,992	—	—	—	—	—	—	—
Pontiac LeMans	35,564	—	—	—	—	—	—	—	—	—	—	—
Porsche	23,632	30,471	25,306	20,024	21,831	14,407	11,241	10,490	14,080	17,017	19,896	14,192
Rolls-Royce	1,208	1,155	1,110	1,083	1,046	N.A.	1,158	942	1,002	1,109	N.A.	N.A.
Rover	—	—	—	—	—	—	481	—	—	—	—	—
Saab	45,106	48,246	39,068	33,631	26,323	18,463	14,613	13,558	15,142	15,662	13,120	9,866
Sterling	14,171	—	—	—	—	—	—	—	—	—	—	—
Subaru	175,864	179,100	178,175	157,385	156,840	150,335	152,062	142,968	127,871	103,274	80,826	48,928
Toyota	583,809	633,914	620,047	557,981	555,766	530,246	576,491	582,204	507,816	441,800	493,048	346,920
Triumph	—	—	—	—	—	—	9,768	14,939	12,733	16,447	29,258	28,232
Volkswagen	130,641	143,319	140,505	103,479	77,009	67,350	82,173	90,952	77,106	216,709	260,704	201,670
Volvo	106,539	113,267	104,267	99,541	88,857	72,375	64,477	56,999	56,602	50,880	46,790	43,887
Yugo	48,812	35,959	3,895	—	—	—	—	—	—	—	—	—
Total	3,144,042	3,239,043	2,841,063	2,443,144	2,386,064	2,221,817	2,326,300	2,396,934	2,280,001	2,000,500	2,071,100	1,493,000

SALES/REGISTRATIONS

Domestic car sales shrink by 13.80 percent in calendar 1987

Sales and rankings, 1987 vs. 1986

	January	February	March	April	May	June	July	August	September	October	November	December	Total 1987	1987 Position	Total 1986	1986 Position
Alliance	2,063	2,501	2,330	2,465	2,559	2,568	2,196	2,303	1,913	1,371	1,695	1,121	25,094	59	64,519	47
Eagle	358	0	409	372	324	441	280	292	245	522	472	525	4,240	79	8,334	78
Premier	0	0	0	0	0	0	0	0	0	0	0	192	192	82	0	0
Total Eagle	2,421	2,501	2,748	2,837	2,883	3,009	2,476	2,595	2,158	1,893	2,167	1,838	29,526	0	72,853	0
Horizon	6,082	7,103	6,719	6,313	4,768	3,690	2,361	1,236	531	1,893	2,916	2,848	46,460	48	111,092	28
Sundance	4,294	5,007	6,203	6,444	8,978	9,986	7,107	6,776	5,643	5,104	5,127	5,214	75,883	69	20,340	36
Turismo	1,205	2,432	3,952	2,254	1,099	993	1,169	1,526	1,259	536	336	230	16,991	65	44,742	54
Reliant	5,915	9,288	12,533	9,899	8,014	8,313	5,406	4,646	10,872	10,516	9,749	10,768	105,919	26	130,043	22
Caravelle	1,702	3,169	4,157	3,577	2,872	4,153	3,221	2,783	2,937	2,587	2,031	2,888	36,077	54	39,138	55
Gran Fury	432	333	477	573	1,026	828	909	755	618	720	641	470	7,762	74	17,443	73
Total Plymouth	19,630	27,332	34,041	29,060	26,757	27,963	20,173	17,722	21,860	21,356	20,800	22,418	289,112	0	362,798	0
Laser	528	886	858	487	575	293	679	0	0	0	0	0	4,306	78	27,762	60
LeBaron K	2,807	4,199	5,611	5,378	5,560	6,449	5,551	5,431	4,110	3,582	3,236	2,832	54,748	46	93,761	37
LeBaron J	1,531	2,923	4,060	5,631	5,805	8,250	9,290	11,697	10,596	10,229	8,796	9,004	87,802	31	831	81
LeBaron GTS	2,026	3,343	4,218	3,072	2,546	2,512	2,914	2,389	2,360	1,564	1,784	2,191	30,939	56	86,984	45
Fifth Avenue	2,876	2,513	4,852	3,714	3,250	3,450	5,424	6,560	6,984	7,902	5,110	5,635	58,270	45	106,897	32
New Yorker C	0	0	0	0	0	0	0	0	95	1,422	2,721	4,343	8,581	73	0	0
New Yorker E	2,038	4,812	5,804	6,084	5,863	6,133	3,595	4,741	4,218	2,637	2,182	2,372	50,479	47	57,653	50
Total Chrysler	11,806	18,678	25,393	24,366	23,599	27,087	27,453	30,818	28,363	27,356	23,829	26,377	295,125	0	353,888	0
Omni	5,074	6,055	5,563	5,123	3,557	2,782	1,766	898	541	1,645	2,213	2,529	37,726	53	97,634	35
Shadow	4,101	5,514	5,929	6,296	8,888	10,283	7,229	6,523	5,777	5,421	5,147	5,978	77,086	35	20,140	70
Charger	1,364	2,759	4,551	2,489	1,130	1,100	1,162	1,346	1,164	505	243	219	18,032	63	50,196	52
Daytona	888	2,157	2,805	2,736	3,645	4,298	4,262	4,230	4,466	3,792	3,678	4,819	41,776	51	35,788	56
Aries	5,788	9,112	10,880	8,546	7,660	8,685	5,499	4,794	9,729	9,678	8,945	9,723	99,039	29	108,051	30
Lancer	2,000	3,020	2,987	1,927	1,783	1,706	2,382	1,767	1,480	863	1,077	1,410	22,422	60	47,996	53
Diplomat	855	671	694	863	1,054	1,444	1,278	1,445	1,076	1,253	1,145	997	34,656	71	12775	57
Dynasty	0	0	0	0	0	0	3,327	0	33	468	812	1,779	6,419	75	0	0
Dodge 600	1,947	3,210	3,806	3,248	2,882	3,402	0	3,018	2,620	3,109	2,621	3,156	33,019	55	62,336	48
Total Dodge	22,017	32,498	37,215	31,228	30,599	33,680	26,905	24,021	26,886	26,754	25,881	30,610	348,294	0	456,777	0
CHRYSLER MOTORS	**55,874**	**81,009**	**99,397**	**87,491**	**83,838**	**91,739**	**77,007**	**75,156**	**79,267**	**77,359**	**72,677**	**81,243**	**962,057**	**0**	**1,246,316**	**0**
Escort	15,977	30,282	38,302	35,120	35,196	36,715	33,438	39,422	41,188	29,966	28,737	28,017	392,380	1	402,181	2
Mustang	9,766	18,657	21,551	14,470	15,724	16,105	14,265	12,537	12,557	13,458	12,144	11,368	172,602	12	167,699	16
Tempo	14,126	22,518	24,177	22,968	21,163	21,153	19,172	15,152	11,015	9,776	18,172	19,904	219,296	7	265,382	5
Taurus	22,758	23,707	32,070	34,647	30,299	31,499	30,475	33,549	35,557	21,572	26,195	32,643	354,971	2	263,450	6
Thunderbird	6,971	9,343	10,879	11,100	10,338	12,292	13,481	14,270	13,955	10,912	9,312	9,770	132,623	17	140,713	18
LTD	0	0	0	0	0	0	0	0	0	0	0	0	0	0	23,587	63
Crown Victoria	6,255	8,412	11,539	13,045	12,342	12,724	10,601	7,814	8,851	9,545	8,763	8,143	118,034	21	134,129	19
Total Ford Div.	75,853	112,919	138,518	131,350	125,062	130,488	121,432	122,744	123,123	95,229	103,323	109,845	1,389,886	0	1,397,141	0
Lynx/Tracer	2,602	4,549	6,371	5,762	5,957	6,927	6,419	7,665	8,125	4,818	4,983	4,760	68,938	39	65,497	46
Topaz	3,874	6,537	7,054	6,680	6,275	5,851	5,859	4,630	3,659	3,238	4,625	4,918	63,200	43	67,499	44
Sable	5,262	7,348	9,593	8,845	7,693	8,483	9,449	11,135	11,126	8,036	8,348	9,200	104,518	27	98,593	34
Cougar	5,017	7,311	9,998	10,065	9,656	10,795	11,544	12,803	11,375	7,684	7,226	7,248	110,722	24	114,270	25
Capri	0	0	0	0	0	0	0	0	0	0	0	0	0	0	12,647	76
Marquis	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,160	77
Grand Marquis	5,926	8,720	10,998	10,754	10,672	12,296	10,724	9,931	8,875	10,444	8,890	8,252	116,482	23	123,096	23
Total Mercury	22,681	34,465	44,014	42,106	40,253	44,352	43,995	46,164	43,160	34,220	34,072	34,378	463,860	0	491,782	0
Continental	957	1,194	1,413	1,221	1,189	1,294	1,259	989	618	387	161	2,227	12,909	70	20,629	68
Lincoln	7,153	7,067	10,915	11,399	11,269	12,528	9,588	10,689	11,749	12,078	10,694	10,880	126,009	18	133,175	20
Mark VII	1,626	1,386	2,468	2,736	2,555	2,678	2,110	2,238	2,427	2,585	2,443	1,867	27,119	57	23,780	62
Total Lincoln	9,736	9,647	14,796	15,356	15,013	16,500	12,957	13,916	14,794	15,050	13,298	14,974	166,037	0	177,584	0
Total L-M Division	32,417	44,112	58,810	57,462	55,266	60,852	56,952	60,080	57,954	49,270	47,370	49,352	629,897	0	669,366	0
FORD MOTOR CO.	**108,270**	**157,031**	**197,328**	**188,812**	**180,328**	**191,340**	**178,384**	**182,824**	**181,077**	**144,499**	**150,693**	**159,197**	**2,019,783**	**0**	**2,066,507**	**0**
Skyhawk	2,345	2,264	3,428	3,894	3,372	3,603	3,233	3,843	3,946	3,080	2,894	2,749	38,651	52	74,906	39
Skylark/Somerset	4,472	5,677	7,142	7,872	5,011	6,284	6,104	6,786	6,579	3,961	3,277	3,913	67,078	40	111,744	26
Century	10,416	10,837	14,710	16,239	10,394	11,819	10,938	15,350	19,304	10,335	8,434	9,021	147,797	14	240,747	8
Regal	2,888	3,627	5,064	5,317	3,874	4,938	6,017	4,063	4,077	7,032	6,985	9,971	63,853	41	78,340	38
LeSabre	9,330	10,065	11,178	13,693	9,125	12,502	14,013	17,844	14,928	9,702	7,947	10,779	141,126	15	132,406	21
Electra	5,187	5,663	6,363	7,143	5,292	6,597	6,796	8,467	8,497	6,183	5,799	10,732	82,719	33	107,999	31
Riviera	2,824	2,223	1,969	1,703	1,082	1,268	997	832	947	870	677	795	16,187	68	23,292	65
Total Buick	37,462	40,376	49,854	55,861	38,150	47,011	48,098	57,185	58,278	41,163	36,013	47,960	557,411	0	769,434	0
Cimarron	920	858	1,075	1,448	1,275	1,181	1,128	1,486	1,130	649	636	507	12,295	72	23,435	64
Allante	0	59	270	248	281	235	227	224	107	242	348	276	2,517	80	0	0
Seville	2,953	2,067	2,024	1,685	1,864	1,814	1,391	1,041	1,023	1,694	1,900	2,059	21,515	61	21,150	67
Cadillac	12,472	15,284	15,424	19,723	18,030	15,587	14,392	24,045	19,299	20,750	14,001	14,480	203,487	10	235,206	9
Eldorado	2,512	1,110	1,355	1,798	1,647	1,943	1,900	1,592	1,401	1,603	2,146	2,463	21,470	62	24,266	61
Total Cadillac	18,857	19,378	20,148	24,902	23,097	20,760	19,038	28,390	22,960	24,938	19,031	19,785	261,284	0	304,057	0
Chevette	5,878	3,392	2,638	1,891	1,040	716	427	363	277	140	97	108	16,967	66	74,389	40
Nova	5,478	6,742	9,891	15,362	16,104	22,200	19,259	14,029	12,682	5,722	4,006	3,679	134,956	16	170,507	15
Cavalier	22,259	37,490	35,461	30,187	19,537	21,931	22,738	24,806	21,225	19,823	20,876	30,695	307,028	3	357,093	3
Citation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,052	80
Camaro	7,105	11,956	13,536	13,710	10,837	10,995	10,432	11,090	8,761	6,378	5,610	6,914	117,324	22	163,204	17
Celebrity	21,663	28,102	35,877	38,541	28,172	25,797	18,532	23,101	21,044	23,995	19,123	22,533	306,480	4	408,946	1
Corsica/Beretta	706	2,962	8,911	13,533	22,290	28,504	27,452	30,272	31,548	15,929	13,308	18,659	214,074	8	12,879	75
Monte Carlo	4,199	3,945	5,462	5,900	6,048	6,391	5,910	5,884	4,701	6,179	4,611	4,347	63,577	42	111,247	27
Chevrolet	11,479	13,271	16,097	17,255	15,966	15,050	15,217	19,039	16,930	11,219	11,159	14,662	177,344	11	226,132	10
Corvette	1,559	1,787	2,322	2,555	2,564	2,415	2,023	1,827	1,411	2,644	2,101	2,229	25,437	58	33,027	59
Total Chevrolet	80,326	109,647	129,995	138,934	122,558	133,999	121,990	130,411	118,579	92,029	80,893	103,826	1,363,187	0	1,558,476	0
Firenza	1,426	918	1,454	1,613	1,434	1,525	1,425	1,609	1,998	1,649	1,006	1,569	17,626	64	34,113	58
Calais	6,492	8,039	10,768	10,413	8,862	9,662	9,754	10,684	8,176	6,797	5,814	6,400	101,861	28	116,018	24
Cutlass Ciera	18,076	18,761	25,747	25,335	19,823	20,833	19,163	26,322	24,564	15,950	14,008	16,025	244,607	5	329,930	4
Cutlass Supreme	6,769	9,989	11,898	11,261	7,015	9,328	10,173	6,199	4,772	6,062	5,026	4,287	92,779	30	191,937	14
Olds 88	10,838	12,986	16,903	18,067	15,258	15,244	15,167	19,469	12,835	11,408	9,858	10,820	168,853	13	261,260	7
Olds 98	4,692	4,537	5,488	7,067	6,205	6,265	5,733	7,390	5,985	6,305	4,786	7,548	72,001	38	109,370	29
Toronado	1,210	1,319	1,372	2,037	1,880	2,323	1,287	852	1,049	1,028	1,228	1,082	16,667	67	16,762	74
Total Oldsmobile	49,503	56,549	73,630	75,793	60,477	65,180	62,702	72,525	59,379	49,199	41,726	47,731	714,394	0	1,059,390	0
Fiero	2,803	3,916	4,666	6,000	5,072	3,939	3,689	3,384	2,862	1,789	1,937	1,973	41,830	50	68,340	43
Pontiac 1000	910	937	868	774	433	201	205	154	133	105	61	45	4,826	77	18,329	72
Sunbird	5,819	7,077	8,893	9,163	7,127	7,598	6,541	6,932	5,739	4,008	5,264	4,853	79,014	34	104,216	33
Firebird	3,788	5,664	7,336	9,167	8,554	7,989	6,828	6,757	5,028	3,949	4,023	4,107	73,190	37	94,241	36
Grand Am	15,840	15,658	19,193	21,085	19,606	20,279	20,534	18,372	11,807	20,387	15,119	13,312	211,192	9	205,254	12
Pontiac 6000	9,996	9,058	12,260	12,408	10,191	10,303	8,894	9,009	10,359	9,672	10,315	7,908	120,373	19	199,443	13
Grand Prix	0	0	0	0	0	0	0	0	761	908	1,478	2,476	5,623	76	71,056	42
Bonneville	5,877	7,879	10,317	10,538	8,355	9,311	9,068	11,119	10,424	8,437	8,564	9,441	109,330	25	18,561	71
Paris./Safari	1,326	1,817	1,847	1,922	1,264	883	841	860	1,124	734	686	580	13,884	69	62,001	49
Total Pontiac	46,359	52,006	65,380	71,057	60,602	60,503	56,600	56,587	48,037	49,989	47,447	44,695	659,262	0	841,441	0
GENERAL MOTORS	**232,507**	**277,956**	**339,007**	**366,547**	**304,884**	**327,453**	**308,428**	**345,098**	**307,233**	**257,318**	**225,110**	**263,997**	**3,555,538**	**0**	**4,532,798**	**0**
Civic	6,705	10,443	7,966	7,125	7,567	9,995	9,312	9,535	2,453	2,063	4,252	9,117	86,533	32	23,010	66
Accord	13,193	17,408	20,510	20,441	18,438	15,020	16,975	20,206	21,175	25,983	20,661	20,075	230,085	6	212,237	11
HONDA	**19,898**	**27,851**	**28,476**	**27,566**	**26,005**	**25,015**	**26,287**	**29,741**	**23,628**	**28,046**	**24,913**	**29,192**	**316,618**	**0**	**235,247**	**0**
MAZDA	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**4**	**154**	**528**	**985**	**1,671**	**81**	**0**	**0**
NISSAN	**6,560**	**7,200**	**10,130**	**12,250**	**14,923**	**13,718**	**10,957**	**12,898**	**12,516**	**8,188**	**4,906**	**5,405**	**119,678**	**20**	**52,002**	**51**
TOYOTA	**1,741**	**2,066**	**3,455**	**3,930**	**4,463**	**2,586**	**3,290**	**3,500**	**4,956**	**4,119**	**3,627**	**7,000**	**44,853**	**48**	**7,281**	**79**
VOLKSWAGEN	**3,165**	**4,987**	**5,809**	**7,212**	**7,862**	**4,876**	**6,683**	**4,799**	**4,531**	**4,189**	**3,514**	**3,517**	**61,064**	**44**	**73,911**	**41**
Total Sales	**428,024**	**558,052**	**683,602**	**693,817**	**822,303**	**656,727**	**611,036**	**653,974**	**613,212**	**523,872**	**485,968**	**550,676**	**7,081,262**	**0**	**8,214,962**	**0**

SALES/REGISTRATIONS

U.S. factory sales of special trucks for last 25 years

4x4 trucks

	Domestic	Export	Total
1962..	84,559	35,188	119,747
1963..	95,316	41,299	136,615
1964..	92,384	44,990	137,374
1965..	106,206	39,772	145,978
1966..	111,194	39,548	150,742
1967..	115,766	37,829	153,595
1968..	128,093	34,326	162,419
1969..	142,790	32,036	174,826
1970..	142,095	19,740	161,835
1971..	204,811	20,561	225,372
1972..	271,382	25,656	297,038
1973..	368,471	35,157	403,628
1974..	431,108	49,816	480,924
1975..	413,720	65,991	479,711
1976..	615,652	58,680	674,332
1977..	749,154	74,959	824,113
1978..	893,662	79,361	973,023
1979..	666,522	85,066	751,588
1980..	241,528	55,290	296,818
1981..	241,889	56,633	298,522
1982..	344,302	29,079	373,381
1983..	673,720	49,307	723,027
1984..	911,518	57,945	969,463
1985..	997,861	72,752	1,070,613
1986..	900,643	81,821	982,464
1987..	983,739	95,047	1,078,786

Multi-stop delivery trucks

	Domestic	Export	Total
1962..	31,749	738	32,487
1963..	33,303	792	34,095
1964..	29,467	1,039	30,506
1965..	41,102	866	41,968
1966..	37,520	1,333	38,853
1967..	36,893	1,950	38,843
1968..	35,842	988	36,830
1969..	48,918	1,904	50,822
1970..	45,244	2,258	47,502
1971..	68,211	3,886	72,097
1972..	73,005	4,534	77,539
1973..	82,811	5,885	88,696
1974..	38,800	3,987	42,787
1975..	33,019	4,000	37,019
1976..	49,473	4,664	54,137
1977..	52,573	3,685	56,258
1978..	112,730	7,142	119,872
1979..	45,395	6,422	51,817
1980..	23,148	3,466	26,614
1981..	25,979	3,451	29,430
1982..	31,793	1,040	32,833
1983..	46,431	1,519	47,950
1984..	61,524	1,460	62,984
1985..	47,623	1,910	49,533
1986..	44,090	2,059	46,149
1987..	53,317	2,329	55,646

Trucks with diesel engines

	Domestic	Export	Total
1962..	38,464	5,383	43,847
1963..	47,211	9,191	56,402
1964..	57,179	8,197	65,376
1965..	72,357	9,794	82,151
1966..	85,619	11,011	96,560
1967..	70,800	13,225	84,025
1968..	83,423	10,396	93,819
1969..	101,703	13,167	114,870
1970..	91,801	13,913	105,714
1971..	101,488	11,664	113,152
1972..	129,628	13,461	143,089
1973..	152,373	16,016	168,389
1974..	144,702	22,557	167,259
1975..	72,605	29,903	102,508
1976..	107,216	21,860	129,076
1977..	165,559	19,738	185,297
1978..	219,915	23,933	243,848
1979..	227,834	28,210	258,528
1980..	214,562	29,584	244,146
1981..	209,394	27,776	237,170
1982..	219,748	16,853	236,601
1983..	231,905	15,376	247,281
1984..	333,122	27,664	360,786
1985..	324,471	35,921	360,392
1986..	261,072	37,613	298,685
1987..	274,786	44,012	318,798

Trucks with 3 or more axles

	Domestic	Export	Total
1962..	30,525	1,898	32,423
1963..	39,847	2,374	42,221
1964..	50,558	3,406	53,994
1965..	57,968	4,241	62,209
1966..	71,817	4,914	76,731
1967..	58,745	6,424	65,169
1968..	65,923	6,143	72,066
1969..	81,286	12,431	93,717
1970..	76,129	9,426	85,555
1971..	84,027	9,314	93,341
1972..	106,732	12,165	118,897
1973..	124,913	14,652	139,565
1974..	125,658	21,126	146,784
1975..	56,772	26,682	83,454
1976..	80,533	16,064	96,597
1977..	124,427	13,804	138,231
1978..	134,296	16,668	150,964
1979..	142,646	23,315	165,961
1980..	86,572	17,747	104,319
1981..	83,103	16,414	99,517
1982..	59,170	7,176	66,346
1983..	66,340	5,027	71,367
1984..	113,512	10,170	123,682
1985..	105,703	11,313	117,016
1986..	87,810	10,954	98,764
1987..	104,388	13,490	117,878

SOURCE: MVMA

1987 U.S. truck sales set a record; nearly reach 5-million mark

	6,000 & less GVW Class 1	6,001-10,000 GVW Class 2	*10,001-14,000 GVW Class 3	14,001-16,000 GVW Class 4	16,001-19,500 GVW Class 5	19,501-26,000 GVW Class 6	26,001-33,000 GVW Class 7	33,001-& over GVW Class 8	Total 1987	Total 1986	Percent of change
CHRYSLER	592,215	111,379	4,531						708,125	596,159	+ 18.78
JEEP	193,040	15,400							208,440	207,514	+ 0.45
TOYOTA	303,783								303,783	384,150	– 20.92
NISSAN	216,514								216,514	223,406	– 3.08
MAZDA	123,699								123,699	157,127	– 21.27
ISUZU	86,990								86,990	88,720	– 1.95
MITSUBISHI	51,862								51,862	34,985	+ 48.24
SUZUKI	81,349								81,349	47,732	+ 70.43
SUBARU	1,274								1,274	4,142	– 69.24
RANGE ROVER	2,596								2,596	0	0.00
FORD	818,497	579,228		1,244		9,458	32,002	12,796	1,453,225	1,381,438	+ 5.20
FREIGHTLINER								23,350	23,350	17,473	+ 33.63
CHEVROLET	814,870	358,217	588		244	9,274	8,252	403	1,191,848	1,247,594	– 4.47
GMC	198,827	110,856	1,534		5,679	8,197	20,615	7,308	353,016	345,047	+ 2.31
KENWORTH							207	14,018	14,225	10,457	+ 36.03
MACK						2,499	2,797	18,268	23,564	22,548	+ 4.51
MERCEDES						1,516	2,312		3,828	4,016	– 4.68
NAVISTAR				202	400	11,717	32,072	28,914	73,305	71,022	+ 3.21
PETERBILT							201	12,578	12,779	9,992	+ 27.89
VOLVO							1,673	10,840	12,513	12,820	– 2.39
HINO					499	496	1,009		2,004	1,038	+ 93.06
NISSAN DIESEL					571	284	856		1,711	724	+136.33
ISUZU TRUCK			5,109	1	178	336	42		5,666	4,954	+ 14.37
MITSUBISHI FUSO			976			205	545		1,726	0	0.00
SCANIA								149	149	0	0.00
IVECO			1,269	682	614	164			2,729	2,650	+ 2.98
WESTERN STAR								1,436	1,436	0	0.00
OTHER DOMESTICS						136		1,096	1,232	0	0.00
Grand Total	**3,485,516**	**1,175,080**	**14,009**	**2,129**	**8,185**	**44,282**	**102,583**	**131,156**	**4,962,938**	**4,875,708**	+ 1.79
1986 Total	**3,383,383**	**1,213,664**	**12,758**	**768**	**6,505**	**45,046**	**100,713**	**112,871**	**4,875,708**		

*Note: Class 1-3 sales based on manufacturer reports to Automotive News. Class 4-8 sales based on manufacturer reports to the Motor Vehicle Manufacturers Association.
0Ford and General Motors sell domestically built light trucks in Class 3, but do not break them out. They are included in the companies' Class 2 sales. Figures reported for Class 3 for these companies are imported vehicles, Isuzu-built units in the case of GMC and Chevrolet and Brazilian-built Cargo units in the case of Ford.

SALES/REGISTRATIONS

U.S. new car registrations over 25 years

Year	Rambler	*American Motors	Plymouth	Dodge	**Eagle	Chrysler	Imperial	Chrysler Motors	Ford Div.	Mercury	Lincoln
1963—	428,346	428,346	426,332	379,026	—	114,062	15,266	934,686	1,559,108	288,884	31,517
1964—	379,412	379,412	492,775	462,551	—	137,029	21,157	1,113,512	1,749,014	311,574	36,897
1965—	324,669	324,669	624,779	521,783	—	202,559	17,214	1,366,335	1,998,385	331,367	42,363
1966—	—	265,712	598,160	543,560	—	230,182	14,609	1,386,511	1,991,520	308,049	49,324
1967—	—	237,785	627,173	491,919	—	206,399	15,901	1,341,392	1,520,711	295,511	35,218
1968—	—	259,346	709,823	581,476	—	220,786	15,778	1,527,863	1,803,271	367,515	57,486
1969—	—	239,937	658,987	538,381	—	211,727	18,860	1,427,955	1,880,384	352,137	58,835
1970—	—	254,327	681,760	504,097	—	153,168	10,753	1,349,778	1,848,669	310,375	56,654
1971—	—	245,805	687,115	545,785	—	156,195	12,089	1,401,184	1,913,033	384,152	66,092
1972—	—	301,973	709,884	562,985	—	178,951	14,321	1,466,141	2,058,676	396,186	94,434
1973—	—	392,102	746,699	587,937	—	163,075	12,809	1,512,520	2,137,123	413,677	116,115
1974—	—	329,431	597,276	462,872	—	107,802	12,252	1,180,202	1,756,811	330,513	84,693
1975—	—	307,618	404,408	344,697	—	212,809	4,764	966,678	1,481,169	332,173	91,496
1976—	—	247,032	526,957	460,647	—	271,061	411	1,259,076	1,665,619	408,121	115,801
1977—	—	182,539	436,027	448,128	—	303,480	—	1,187,635	1,791,414	489,160	172,853
1978—	—	157,797	394,534	427,946	—	189,631	—	1,112,111	1,769,077	560,299	178,873
1979—	—	156,926	323,225	367,387	—	243,842	—	934,454	1,475,178	498,326	128,262
1980—	—	150,878	236,522	250,556	—	138,385	—	625,463	1,046,887	326,361	72,740
1981—	—	133,455	335,691	311,824	—	87,165	4,940	739,620	975,312	340,868	61,775
1982—	—	108,706	243,519	252,183	—	169,275	2,603	667,580	889,470	316,293	87,820
1983—	—	190,797	258,684	307,633	—	254,175	1,264	820,492	1,034,732	395,041	97,206
1984—	—	188,752	281,897	359,722	—	321,303	—	962,922	1,286,004	520,868	144,548
1985—	—	128,318	324,257	425,755	—	371,292	—	1,121,304	1,364,829	515,895	164,295
1986—	—	72,008	351,543	441,694	—	351,741	—	1,143,103	1,364,434	477,874	169,805
1987—	—	44,526*	343,981	407,174	44,626	296,362	—	1,092,143	1,417,270	463,432	166,599

Year	Ford Motor Co.	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	General Motors	Studebaker-Packard	Imports	Misc. Domestics	Total
1963—	1,879,509	454,237	159,233	2,161,653	474,786	606,791	3,866,700	64,570	385,624	7,282	7,556,717
1964—	2,097,485	481,043	151,638	2,124,905	513,134	687,902	3,958,622	27,073	484,131	5,915	8,065,150
1965—	2,372,388	608,620	189,661	2,424,358	608,930	831,448	4,663,017	12,042	569,415	6,046	9,313,912
1966—	2,348,893	569,131	196,498	2,158,811	580,550	830,856	4,335,846	—	658,123	7,636	9,008,488
1967—	1,851,440	565,313	209,546	1,978,758	551,274	834,146	4,139,037	—	779,220	8,440	8,357,421
1968—	2,228,272	627,159	205,593	2,060,249	624,262	877,382	4,394,645	—	985,767	7,969	9,403,862
1969—	2,291,356	677,319	243,905	2,060,202	642,889	759,605	4,419,920	—	1,061,617	5,739	9,446,524
1970—	2,215,698	493,207	165,042	1,668,288	461,732	544,715	3,332,984	—	1,230,961	4,456	8,388,204
1971—	2,363,277	726,542	253,002	2,195,345	666,958	680,097	4,521,944	—	1,293,743	4,673	9,830,626
1972—	2,549,296	646,526	257,795	2,289,407	729,153	712,775	4,635,656	—	1,529,402	5,326	10,487,794
1973—	2,666,915	696,333	285,709	2,455,063	808,889	807,546	5,053,540	—	1,719,913	6,002	11,350,995
1974—	2,172,017	428,194	219,993	1,973,706	519,082	504,081	3,645,056	—	1,369,148	5,240	8,701,094
1975—	1,904,838	489,290	256,135	1,749,877	604,882	478,142	3,578,326	—	1,500,928	3,452	8,261,840
1976—	2,189,541	700,778	293,716	2,035,858	867,485	706,460	4,604,297	—	1,446,637	4,902	9,751,485
1977—	2,453,427	735,396	325,724	2,205,566	953,875	800,230	5,020,791	—	1,976,512	5,330	10,926,234
1978—	2,508,249	762,532	335,053	2,294,990	967,896	857,083	5,217,554	—	1,946,094	4,299	10,946,104
1979—	2,101,766	687,182	307,897	2,106,404	931,836	774,525	4,807,844	—	2,351,053	4,652	10,356,695
1980—	1,445,988	707,544	212,557	1,725,874	807,000	612,794	4,065,769	—	2,469,180	3,659	8,760,937
1981—	1,377,955	718,304	224,458	1,437,091	830,892	546,936	3,757,681	—	2,431,680	3,528	8,443,919
1982—	1,293,583	713,671	240,197	1,222,624	775,702	461,149	3,413,343	—	2,268,631	2,499	7,754,342
1983—	1,526,979	818,256	291,552	1,310,503	971,229	536,404	3,927,944	—	2,457,357	617	8,924,186
1984—	1,951,420	919,904	310,257	1,546,098	1,038,774	685,361	4,501,394	—	2,523,974	267	10,128,729
1985—	2,045,019	851,031	301,228	1,577,349	1,067,881	785,098	4,582,587	—	3,011,132	248	10,888,608
1986—	2,012,113	757,328	300,090	1,367,002	1,044,444	829,650	4,624,746	—	3,444,190	77	11,139,842
1987—	2,060,743	556,122	258,146	1,493,413	715,961	696,842	3,720,484	—	3,624,536	80	10,122,154

NOTES: 1986 data has been changed because of revisions in Massachusetts' registrations. Manufacturers' sales records were used to compile Oklahoma's numbers in 1986.
*—American Motors was acquired by Chrysler Corp. in 1987. **—Eagle is part of Chrysler Motors.

SOURCE: R.L. Polk & Co.

Top 10 passenger cars in selected countries for 1987

AUSTRALIA

1.	Ford Falcon/Fairmont	69,346
2.	Holden Commodore/Calais	53,148
3.	Mitsubishi Magna	31,822
4.	Ford Laser	27,717
5.	Toyota Corolla	22,171
6.	Toyota Camry/Corona	22,171
7.	Holden Camira	13,585
8.	Nissan Pintara	11,776
9.	Nissan Skyline	9,483
10.	Nissan Pulsar	8,721

BRAZIL

1.	VW Golf	63,098
2.	GM Monza	55,278
3.	Ford Escort	51,143
4.	Chevrolet Chevette	40,355
5.	Fiat Uno	36,598
6.	VW Santana	22,171
7.	Ford Del Ray	21,636
8.	VW Parati	21,477
9.	VW Voyage	19,802
10.	Chevrolet Pickup	19,010

CANADA

1.	Ford Tempo	42,320
2.	Pontiac 6000	32,916
3.	Chevrolet Cavalier	31,967
4.	Honda Accord	31,463
5.	Chevrolet Celebrity	29,718
6.	Plymouth Reliant	26,847
7.	Ford Taurus	26,257
8.	Toyota Tercel	26,021
9.	Mercury Topaz	25,986
10.	Honda Civic	25,831

FRANCE

1.	Renault 5	239,660
2.	Peugeot 205	230,318
3.	Renault 21	176,605
4.	Citroen BX	120,637
5.	Peugeot 309	114,802
6.	Renault 11	96,673
7.	Citroen AX	91,163
8.	Renault 25	64,986
9.	Fiat Uno	60,199
10.	VW Golf	59,334

ITALY

1.	Fiat Uno	427,524
2.	Fiat Panda	200,910
3.	VW Golf	107,791
4.	Renault 5	81,344
5.	Autobianchi Y10	80,762
6.	Fiat Regata	72,919
7.	Alfa Romeo 33	60,663
8.	Peugeot 205	57,387
9.	Fiat Duna	52,624
10.	Lancia Prisma	47,655

JAPAN

1.	Toyota Corolla	235,737
2.	Toyota Mark II	174,203
3.	Nissan Sunny	171,353
4.	Toyota Carina	157,107
5.	Nissan Bluebird	126,074
6.	Toyota Co[illegible]	120,070
7.	Toyota Sprinter	105,436
8.	Honda Civic	103,198
9.	Toyota Crown	97,557
10.	Mazda Familia	88,595

MEXICO

1.	Nissan Tsuru	49,061
2.	VW Beetle	17,532
3.	VW Golf	12,609
4.	Ford Topaz	10,589
5.	Chrysler Dart	9,884
6.	Chevrolet Cutlass	7,570
7.	VW Corsar	6,781
8.	Chrysler Volare	6,331
9.	VW Jetta	6,259
10.	Chrysler Phantom	4,421

NETHERLANDS

1.	Opel Kadett	52,772
2.	VW Golf	26,885
3.	Ford Escort	25,992
4.	Volvo 300-series	19,727
5.	Peugeot 205	17,601
6.	Ford Sierra	17,366
7.	Nissan Sunny	17,341
8.	Citroen BX	16,830
9.	Toyota Corolla	14,630
10.	Mazda 323	12,326

SOUTH KOREA

1.	Hyundai Excel	70,725
2.	Daewoo LeMans	47,441
3.	Hyundai Stellar	40,926
4.	Kia Pride	28,662
5.	Daewoo Royale	22,763
6.	Hyundai Pony 2	20,295
7.	Daewoo Maepsy	4,584
8.	Hyundai Grandeur	4,046
9.	Daewoo Super Salon	2,671
10.	Kia Concord	1,663

SWITZERLAND

1.	VW Golf/Jetta	22,943
2.	Opel Kadett	14,934
3.	BMW 3-series	8,419
4.	Toyota Corolla	8,281
5.	Opel Omega	8,147
6.	Fiat Uno	8,098
7.	Opel Ascona	7,679
8.	Ford Sierra	7,537
9.	Ford Escort/Orion	7,331
10.	Peugeot 205	7,256

UNITED KINGDOM

1.	Ford Escort	178,001
2.	Ford Fiesta	153,453
3.	Ford Sierra	139,878
4.	Austin Rover Metro	108,223
5.	Vauxhall Cavalier	98,490
6.	Vauxhall Astra	88,637
7.	Ford Orion	69,262
8.	Austin Rover Montego	56,238
9.	Austin Rover 200	50,254
10.	Peugeot 205	49,127

UNITED STATES

1.	Ford Escort	392,360
2.	Ford Taurus	354,971
3.	Honda Accord	334,876
4.	Chevrolet Celebrity	306,480
5.	Chevrolet Cavalier	307,028
6.	Hyundai Excel	263,610
7.	Olsmobile Cutlass Ciera	244,607
8.	Nissan Sentra	211,495
9.	Ford Tempo	219,296
10.	Pontiac Grand Am	211,192

WEST GERMANY

1.	VW Golf/Jetta	420,204
2.	Opel Kadett	239,929
3.	Audi 80/90	161,050
4.	Mercedes-Benz 200/300	147,493
5.	Mercedes-Benz 190	111,329
6.	VW Passat	107,034
7.	BMW 3-series	104,978
8.	Ford Escort/Orion	98,976
9.	Opel Omega	88,422
10.	Ford Sierra	86,706

Compiled by Automotive News from various sources, including AID Ltd.
European numbers are registrations; all others are sales.

SALES/REGISTRATIONS

New-car registrations in the United States fell by 9.14 percent, or more than 1 million units in 1987. The total was 10,122,154 units compared with 11,139,842 in 1986.

Domestic-car registrations dropped 8.44 percent to 6,497,618, compared with 1986's total of 7,695,652 units.

Import-car registrations accounted for more than a third of the 1987 grand total. Import registrations climbed by 5.24 percent (180,346 units) to 3,624,536. In 1986 the import total was 3,444,190 units.

Registrations of domestic-sponsored import cars rose 22.33 percent to 375,832 from 307,212 in 1986, while registrations of all other import cars rose 3.56 percent to 3,248,704, compared with 3,136,978 in 1986.

The year's numbers are compiled from data collected by R.L. Polk & Co., which gathers registration numbers from states and manufacturers' records. ■

Record years for car registrations

1973	11,350,995
1986	11,139,842
1978	10,946,104
1985	10,888,608
1977	10,826,234
1972	10,487,794
1979	10,356,695
1984	10,128,729
1987	10,122,154
1971	9,830,626
1976	9,751,485
1969	9,446,524
1968	9,403,862
1965	9,313,912
1966	9,008,488
1983	8,924,186
1980	8,760,937
1974	8,701,094
1981	8,443,919
1970	8,388,204
1967	8,357,421
1975	8,26[illegible] 840
1964	8,065,150
1982	7,754,342
1963	7,556,717
1955	7,169,908
1962	6,938,863
1960	6,576,650
1950	6,326,438
1959	6,041,275
1957	5,982,342
1956	5,955,248
1961	5,854,747

U.S. new-car registrations decline by over 1 million in 1987

Based on R.L. Polk & Co. Statistical Report

	1987	1986
Chrysler Conquest*	11,195	1,875
T/C By Maserati*	—	—
Laser	4,792	28,321
LeBaron GTS (fwd)	32,183	67,056
LeBaron	49,219	46,365
LeBaron Coupe/Conv	78,429	40,390
LeBaron SW	4,809	6,789
New Yorker Turbo	39,113	38,695
New Yorker/Landau	18,425	17,050
Fifth Ave/Newport	58,197	105,200
Total	296,362	351,741
Plymouth Colt*	37,916	45,237
Colt SW*	—	—
Colt Vista SW*	14,663	16,632
Conquest*	—	2,289
Horizon	48,788	108,476
Sundance	75,168	16,278
Turismo	17,805	44,689
Reliant	83,415	99,727
Reliant SW	22,654	28,242
Caravelle	35,869	38,622
Gran Fury	7,703	15,509
Total	343,981	415,701
Chrysler/Plymouth Total	640,343	767,442
Dodge Colt*	41,875	48,373
Colt SW*	—	—
Colt Vista SW*	15,925	17,628
Conquest*	—	2,441
Omni	39,899	94,896
Shadow	76,755	15,609
Charger	19,928	48,893
Daytona	37,071	36,547
Aries/LE	81,182	80,581
Aries SW	19,880	24,153
Lancer	22,793	47,900
600	36,660	61,305
Dynasty	2,274	—
Diplomat	12,932	31,810
Total	407,174	510,136
Eagle Alliance	26,132	49,907
Encore	—	14,721
Eagle 4wd	591	1,159
Eagle 4wd SW	4,087	6,221
Premier/SportWagon*/ Medallion*	13,816	2,234
Total	44,626	74,242
Total Chrysler	**1,092,143**	**1,351,820**
Ford Festiva*	24,114	—
Escort	331,846	325,876
Escort SW	60,912	74,819
EXP	—	444
Mustang	170,566	165,854
Probe	—	—
Tempo	222,963	259,896
Taurus	267,285	178,015
Taurus SW	89,748	60,595
LTD	—	23,291
LTD SW	—	6,114
Crown Victoria	102,257	110,580
Crown Victoria SW	16,055	20,348
Thunderbird	131,544	138,602
Total	1,417,270	1,364,434
Lincoln Town Car	126,035	127,457
Mark VII	27,195	22,238
Continental	12,288	20,110
Continental (fwd)	1,081	—
Total	166,599	169,805
XR4 Total*	8,817	14,108
Scorpio Total*	4,625	—
Mercury Lynx	30,049	55,546
Lynx SW	6,101	10,343
Tracer*	29,994	—
Tracer SW*	2,261	—
Capri	1,087	11,850
Topaz	63,126	65,498
Sable	76,488	67,191
Sable SW (fwd)	26,519	24,150
Marquis	—	10,854
Marquis SW	—	1,260
Grand Marquis	108,540	108,353
Grand Marquis SW	9,345	10,011
Cougar	109,922	112,818
Total	463,432	477,874
Lincoln-Mercury Total	643,473	661,787
Total Ford	**2,060,743**	**2,026,221**
Buick Reatta	10	—
Skyhawk	36,661	69,071
Skyhawk SW	2,793	5,101
Somerset/Skylark (fwd)	67,880	112,375
Century	137,645	215,114
Century SW	14,239	21,832
Regal	47,516	77,962
Regal (fwd)	11,156	—
LeSabre	132,203	110,229
Electra	79,634	106,825
Buick SW	9,913	15,882
Riviera (fwd)	16,472	22,937
Total	556,122	757,328
Cadillac DeVille/Fltwd	144,782	162,320
Cimarron	12,609	23,592
Brgham/Fltwd Chassis	56,537	69,045
Fleetwood 60 Sp	1,216	11
Eldorado	20,282	24,476
Seville	20,656	20,641
Allante	2,064	5
Total	258,146	300,090
Chevrolet Nova	134,889	169,837
Sprint*	59,001	61,269
Spectrum*	78,947	95,126
Chevette	21,264	72,454
Corsica	100,084	1,372
Beretta	108,387	1,505
Camaro	116,656	165,883
Cavalier	260,744	312,033
Cavalier SW	38,034	50,747
Citation (fwd)	0	45,788
Celebrity	252,949	316,208
Celebrity SW	60,542	81,089
Monte Carlo	63,784	111,245
Caprice	142,877	179,105
Chevrolet SW	30,601	42,780
Corvette	24,654	32,581
Total	1,493,413	1,693,234
Oldsmobile Firenza (fwd)	15,389	29,855
Firenza SW	1,863	4,615
Calais	100,706	114,295
Cutlass Ciera	223,872	291,396
Cutlass Ciera SW	22,403	32,211
Cutlass Supreme	95,190	191,138
Cutlass Supreme (fwd)	—	—
Delta 88	155,106	234,755
98	71,307	109,280
Oldsmobile SW	14,014	20,660
Toronado (fwd)	16,111	16,239
Total	715,961	1,044,444
Pontiac 1000	5,697	18,142
Firebird	73,641	93,521
LeMans*	32,794	—
Sunbird	77,326	98,788
Sunbird SW	2,794	5,137
Grand Am	213,778	198,509
Bonneville	—	35,060
Bonneville (fwd)	100,506	14,114
6000	112,176	180,171
6000 SW	11,935	17,430
Grand Prix	13,705	37,728
Grand Prix (fwd)	600	—
Parisienne	—	50,939
Safari SW	9,424	12,363
Fiero	42,466	67,748
Total	696,842	829,650
Total GM	**3,720,484**	**4,624,748**
Misc. Domestic	**86**	**77**
***(Domestic Sponsored Imports)**	**375,832**	**307,212**
Other Imports	**3,248,704**	**3,136,978**
(Grand Total)	**3,624,536**	**3,444,190**
(Domestic Station Wgn)	478,665	582,892
(Import Station Wgn)	253,983	274,151
Grand Total All Registrations	**10,122,154**	**11,139,842**

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1986.

Market shares for 36 years — U.S. car registrations by company

Year	GM	Ford	Chrysler	AMC*	Studebaker-Packard	Kaiser-Fraser, Willys	Miscellaneous Domestic	Imports
1952	41.74	22.78	21.27	5.31	5.39	2.71	0.09	0.71
1953	45.07	25.15	20.31	3.55	4.05	1.34	0.02	0.51
1954	50.70	30.83	12.90	2.01	2.43	0.47	0.07	0.59
1955	50.76	27.63	16.82	1.81	2.06	0.10	0.01	0.81
1956	50.78	28.45	15.48	1.81	1.76	—	0.07	1.65
1957	44.85	30.39	18.33	1.77	1.13	—	0.07	3.46
1958	46.36	26.44	13.92	4.01	1.08	—	0.07	8.12
1959	42.10	28.12	11.30	6.01	2.21	—	0.09	10.17
1960	43.64	26.60	14.01	6.42	1.62	—	0.13	7.58
1961	46.53	28.53	10.79	6.33	1.23	—	0.12	6.47
1962	51.87	26.30	9.61	6.10	1.12	—	0.11	4.89
1963	51.04	24.87	12.37	5.67	0.85	—	0.10	5.10
1964	49.08	26.01	13.81	4.71	0.32	—	0.07	6.09
1965	50.07	25.47	14.67	3.49	0.13	—	0.06	6.11
1966	48.13	26.08	15.39	2.95	0.06	—	0.08	7.31
1967	49.53	22.15	16.05	2.85	—	—	0.10	9.32
1968	46.73	23.70	16.25	2.76	—	—	0.08	10.48
1969	46.79	24.25	15.12	2.54	—	—	0.06	11.24
1970	39.73	26.42	16.09	3.03	—	—	0.05	14.68
1971	45.16	23.52	13.71	2.50	—	—	0.05	15.06
1972	44.40	24.39	13.80	2.83	—	—	0.05	14.53
1973	44.32	23.50	13.33	3.45	—	—	0.05	15.15
1974	41.89	24.96	13.56	3.79	—	—	0.06	15.74
1975	43.31	23.06	11.70	3.72	—	—	0.04	18.17
1976	47.22	22.45	12.91	2.53	—	—	0.05	14.84
1977	46.37	22.66	10.97	1.69	—	—	0.04	18.26
1978	47.67	22.91	10.16	1.44	—	—	0.05	17.78
1979	46.42	20.29	9.02	1.52	—	—	0.05	22.70
1980	46.41	16.51	7.14	1.72	—	—	0.04	28.18
1981	44.50	16.32	8.76	1.58	—	—	0.04	28.80
1982	44.02	16.68	8.61	1.09	—	—	0.03	29.57
1983	44.01	17.11	9.19	2.14	—	—	0.01	27.54
1984	44.44	19.26	9.51	1.86	—	—	0.00	24.93
1985	42.83	18.86	11.23	1.18	—	—	0.00	25.90
1986	41.51	18.19	11.47	0.65	—	—	0.00	28.18
1987	36.76	20.36	10.79	—	—	—	0.00	32.09

SOURCE: R.L. Polk & Co. *—And predecessors. (American Motors was acquired by Chrysler Corp. in 1987.) Chart includes domestic-sponsored imports for 1985, 1986 and 1987.

SALES/REGISTRATIONS

New car registrations in U.S. by state top 10 million in 1987

(compiled by R.L. Polk & Co.)

State	Year	Eagle Div.	Chrysler	Dodge	Plymouth	CHRYSLER TOTAL	Ford	Lincoln	Mercury	FORD TOTAL	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	GM TOTAL	*Others	TOTAL	Year	State
Alabama	'87	196	4,034	3,417	2,481	10,128	17,545	1,873	4,987	24,405	9,062	3,503	22,266	11,077	11,481	57,389	48,148	140,070	'87	Alabama
	'86	370	5,609	4,759	3,352	14,090	18,663	2,077	5,763	26,503	12,034	4,503	26,668	15,789	15,851	74,825	44,053	159,471	'86	
Alaska	'87	96	322	320	280	1,018	2,026	60	356	2,442	279	97	1,142	399	397	2,314	5,216	10,990	'87	Alaska
	'86	208	511	516	478	1,713	1,898	71	502	2,471	406	135	1,291	817	673	3,322	5,292	12,798	'86	
Arizona	'87	281	2,627	2,575	2,402	7,885	14,876	1,904	3,711	20,491	5,302	3,285	14,048	5,303	6,386	34,324	46,237	108,937	'87	Arizona
	'86	652	3,567	3,583	2,529	10,331	15,337	1,957	4,256	21,550	7,315	3,645	17,112	8,950	7,914	44,936	44,708	121,525	'86	
Arkansas	'87	252	2,078	2,247	1,375	5,952	8,702	1,139	2,910	12,751	3,455	1,814	9,143	6,254	4,309	24,975	16,255	59,933	'87	Arkansas
	'86	376	2,521	3,163	1,797	7,857	8,418	1,453	3,315	13,186	4,339	2,385	12,119	9,057	5,702	33,602	16,306	70,951	'86	
California	'87	2,280	26,522	22,070	15,655	66,527	139,724	14,435	30,299	184,458	32,377	31,047	87,328	42,737	35,655	229,144	625,219	1,105,348	'87	California
	'86	5,662	34,115	26,473	13,780	80,030	130,084	14,803	35,570	180,457	47,955	37,811	94,014	63,921	47,441	291,142	595,732	1,147,361	'86	
Colorado	'87	548	2,212	2,984	1,882	7,626	14,695	1,413	3,581	19,689	4,868	2,303	11,097	4,873	5,399	28,540	53,076	108,931	'87	Colorado
	'86	938	2,519	3,649	2,298	9,404	13,552	1,442	4,199	19,193	5,930	2,683	13,002	8,618	6,946	38,179	55,039	121,815	'86	
Connecticut	'87	474	5,037	5,796	6,022	17,329	22,599	2,311	6,733	31,643	9,980	3,499	21,632	12,352	8,742	56,185	79,407	184,564	'87	Connecticut
	'86	1,269	6,293	7,550	7,359	22,471	23,288	2,410	8,301	33,999	13,771	4,054	28,150	19,158	11,838	76,971	80,623	214,064	'86	
Delaware	'87	118	1,173	1,324	1,348	3,963	5,744	554	2,022	8,320	2,540	894	6,926	3,670	3,000	17,030	18,194	47,507	'87	Delaware
	'86	335	1,473	1,702	1,608	5,118	5,384	517	2,053	7,954	3,034	1,006	7,312	5,368	3,576	20,296	14,409	47,777	'86	
District of Columbia	'87	91	771	714	635	2,211	2,248	296	657	3,201	759	617	2,739	1,409	827	6,351	11,133	22,896	'87	District of Columbia
	'86	206	748	715	481	2,150	2,363	282	757	3,402	890	672	2,296	1,820	855	6,533	10,692	22,777	'86	
Florida	'87	1,419	23,893	37,728	20,443	83,483	90,316	21,325	33,733	145,374	48,416	33,504	97,516	40,544	48,888	268,868	273,193	770,918	'87	Florida
	'86	4,085	23,080	36,162	18,012	81,339	78,357	18,896	31,498	128,751	51,697	28,768	82,028	57,395	54,812	274,700	216,022	700,812	'86	
Georgia	'87	581	7,528	6,412	5,425	19,946	37,126	4,068	11,392	52,586	12,459	7,067	31,171	17,943	18,869	87,509	103,005	263,046	'87	Georgia
	'86	983	8,956	8,777	5,635	24,351	36,103	4,147	12,527	52,777	17,856	8,277	35,222	25,481	24,236	111,072	95,235	283,435	'86	
Hawaii	'87	59	625	1,266	670	2,620	4,775	1,029	548	6,352	1,530	863	4,503	1,887	1,379	10,162	32,312	51,446	'87	Hawaii
	'86	143	1,156	969	624	2,892	3,435	816	1,068	5,319	1,703	638	3,907	1,975	1,652	9,875	31,594	49,680	'86	
Idaho	'87	76	683	714	503	1,976	2,336	174	1,381	3,891	1,032	418	1,817	1,349	1,240	5,856	8,712	20,435	'87	Idaho
	'86	162	793	968	592	2,515	2,554	190	1,285	4,029	1,460	397	2,225	2,097	1,397	7,576	9,566	23,686	'86	
Illinois	'87	1,423	14,245	18,296	15,651	49,615	91,684	10,322	28,527	130,533	39,772	15,065	89,574	52,035	47,798	244,244	152,700	577,092	'87	Illinois
	'86	3,659	17,413	24,316	18,910	64,298	78,017	9,383	28,081	115,481	53,455	18,714	104,990	70,520	54,237	301,916	152,067	633,762	'86	
Indiana	'87	879	6,685	6,928	6,631	21,123	28,347	2,170	9,763	40,280	14,785	4,299	32,122	20,976	18,008	90,190	37,034	188,627	'87	Indiana
	'86	1,994	7,777	9,552	8,538	27,861	31,030	2,055	11,302	44,387	19,987	5,438	40,081	30,393	22,772	118,671	36,260	227,179	'86	
Iowa	'87	339	2,427	3,691	2,215	8,672	12,520	757	4,200	17,477	7,893	1,424	14,562	9,150	7,120	40,149	15,061	81,359	'87	Iowa
	'86	761	2,537	4,908	3,044	11,250	12,817	710	5,010	18,537	8,956	1,592	17,770	11,792	7,306	47,415	14,492	91,694	'86	
Kansas	'87	158	2,410	2,038	1,895	6,501	10,023	676	3,272	13,971	4,400	1,365	9,185	6,587	5,071	26,608	19,464	66,544	'87	Kansas
	'86	397	3,263	3,053	2,523	9,236	10,510	1,032	4,247	15,789	6,687	2,016	12,765	10,496	6,301	38,265	23,490	86,780	'86	
Kentucky	'87	280	3,833	4,135	3,613	11,861	15,937	1,602	4,489	22,028	6,120	2,586	15,430	8,799	8,524	41,459	26,655	102,003	'87	Kentucky
	'86	669	4,215	5,693	4,472	15,049	16,686	1,813	5,907	24,406	8,173	3,260	20,222	13,023	9,964	54,642	27,361	121,458	'86	
Louisiana	'87	204	3,422	3,416	2,497	9,539	17,928	2,414	5,160	25,502	5,987	3,200	14,479	9,337	7,370	40,413	45,899	121,353	'87	Louisiana
	'86	359	4,251	4,507	2,868	11,985	17,195	3,278	5,988	26,461	8,906	3,867	17,676	13,316	10,184	53,949	41,028	133,423	'86	
Maine	'87	225	1,212	2,121	1,712	5,270	8,037	382	2,643	11,062	2,917	492	7,306	3,876	2,820	17,511	16,269	50,112	'87	Maine
	'86	572	1,278	3,092	2,303	7,245	8,619	456	2,918	11,993	3,293	544	9,137	4,796	3,240	21,010	16,377	56,625	'86	
Maryland	'87	686	6,862	11,456	9,694	28,698	49,766	3,376	10,174	63,316	13,094	4,448	45,102	22,229	19,435	104,308	106,898	303,220	'87	Maryland
	'86	1,642	8,161	13,884	11,351	35,038	44,493	3,163	11,460	59,116	15,659	5,592	50,881	31,122	24,036	127,290	97,791	319,235	'86	
Massachusetts	'87	1,113	7,221	12,469	10,512	31,315	37,448	4,677	17,237	59,362	15,454	5,857	46,112	19,686	17,343	104,452	136,108	331,237	'87	Massachusetts
	'86	2,561	9,385	15,260	11,129	38,335	42,624	5,159	18,742	66,525	23,571	6,045	56,218	28,722	21,807	136,363	121,987	363,210	'86	
Michigan	'87	1,890	17,768	24,147	16,923	60,728	83,792	9,179	29,932	122,903	32,256	12,161	69,471	38,057	50,604	202,549	67,563	453,743	'87	Michigan
	'86	5,576	21,069	31,086	21,670	79,401	91,749	8,050	35,350	135,149	47,402	16,267	84,440	60,434	71,955	280,498	63,974	559,022	'86	
Minnesota	'87	373	4,357	6,045	7,601	18,376	25,103	1,498	7,418	34,019	12,331	3,249	29,036	18,971	13,897	77,484	34,737	164,616	'87	Minnesota
	'86	1,127	4,763	7,947	9,628	23,465	23,788	1,409	8,005	33,202	17,906	4,024	33,315	29,106	18,917	103,268	37,829	197,764	'86	
Mississippi	'87	84	1,764	1,327	1,257	4,432	8,356	1,230	2,517	12,103	4,490	1,778	8,296	5,707	4,884	25,155	20,989	62,679	'87	Mississippi
	'86	171	2,472	1,792	1,661	6,096	8,832	1,507	2,976	13,315	5,893	2,101	10,822	8,300	6,601	33,717	18,702	71,830	'86	
Missouri	'87	566	5,684	7,027	5,683	18,960	32,293	2,552	8,636	43,481	9,734	4,613	27,172	16,319	13,095	70,933	47,255	180,629	'87	Missouri
	'86	1,398	7,990	9,712	7,025	26,125	33,496	3,008	11,060	47,564	15,923	5,397	34,937	24,459	15,965	96,681	47,346	217,716	'86	
Montana	'87	149	636	467	470	1,722	2,687	115	824	3,626	1,233	232	2,394	1,671	910	6,440	6,592	18,380	'87	Montana
	'86	233	707	759	714	2,413	2,561	125	925	3,611	1,564	209	2,506	2,344	933	7,616	6,336	19,976	'86	
Nebraska	'87	110	1,421	1,327	1,200	4,058	6,713	412	2,058	9,183	3,838	939	6,295	3,823	3,051	17,946	9,380	40,567	'87	Nebraska
	'86	311	1,607	2,188	1,480	5,586	7,127	459	2,633	10,219	5,904	1,060	9,148	6,150	3,326	25,588	10,457	51,850	'86	
Nevada	'87	122	1,320	1,636	927	4,005	6,953	1,060	1,792	9,805	1,780	1,489	5,020	1,910	2,307	12,506	17,764	44,080	'87	Nevada
	'86	420	1,497	1,734	956	4,607	5,105	984	1,716	7,805	2,285	1,434	3,845	2,908	2,608	13,080	17,474	42,966	'86	
New Hampshire	'87	306	1,431	2,954	1,996	6,687	9,349	927	3,297	13,573	3,073	1,083	10,210	4,067	4,021	22,454	31,220	73,934	'87	New Hampshire
	'86	572	1,699	3,697	2,408	8,376	8,798	874	3,252	12,924	3,929	1,112	12,185	5,115	4,566	26,907	28,360	76,567	'86	
New Jersey	'87	1,586	12,793	15,414	13,787	43,580	60,463	11,827	23,769	96,059	26,353	11,203	64,640	31,433	29,243	162,872	193,285	495,796	'87	New Jersey
	'86	3,094	17,846	21,466	16,762	59,168	57,828	12,852	23,667	94,347	37,723	15,272	73,719	48,733	37,490	212,937	185,006	551,458	'86	
New Mexico	'87	183	1,371	1,656	1,404	4,614	7,389	765	1,998	10,152	1,887	781	4,920	2,445	2,438	12,471	17,006	44,243	'87	New Mexico
	'86	224	1,594	1,661	1,445	4,924	7,047	719	2,290	10,056	2,190	897	5,569	3,729	3,458	15,843	16,301	47,124	'86	
New York	'87	2,556	20,491	31,033	31,175	85,255	79,128	15,145	28,476	122,749	39,966	18,045	99,858	52,739	46,349	256,957	279,252	744,213	'87	New York
	'86	6,738	26,638	39,502	35,405	108,283	82,024	14,828	28,616	125,468	56,432	21,305	114,471	79,043	56,816	328,067	263,694	825,512	'86	
North Carolina	'87	445	6,344	5,927	5,303	18,019	39,619	2,785	8,207	50,611	16,204	5,783	33,626	18,694	17,167	91,474	95,977	256,081	'87	North Carolina
	'86	1,036	7,930	8,014	6,808	23,788	39,987	2,874	9,716	52,577	21,976	6,629	38,255	27,146	21,828	115,834	92,487	284,686	'86	
North Dakota	'87	61	453	586	385	1,485	2,066	113	924	3,103	1,494	337	2,670	1,922	1,292	7,715	3,376	15,679	'87	North Dakota
	'86	189	630	831	619	2,269	2,431	136	1,088	3,655	2,061	417	3,538	2,506	1,618	10,140	3,799	19,863	'86	
Ohio	'87	1,909	13,830	20,304	16,694	52,737	72,102	7,008	25,624	104,734	33,032	10,128	81,804	42,315	41,847	209,176	113,626	480,273	'87	Ohio
	'86	4,795	17,103	29,206	23,800	74,904	72,454	6,881	30,572	109,907	45,620	12,036	103,005	59,720	50,366	270,747	110,587	586,145	'86	
Oklahoma	'87	467	3,005	1,973	1,547	6,992	12,604	1,780	4,711	19,095	4,743	2,202	9,804	6,752	6,981	30,482	24,317	80,886	'87	Oklahoma
	'86	162	5,185	3,635	3,080	12,062	14,892	2,059	5,476	22,427	8,407	2,944	12,887	10,659	8,850	43,747	25,007	103,243	'86	
Oregon	'87	241	2,359	1,777	1,787	6,164	11,127	570	2,502	14,199	3,561	1,599	7,692	3,603	3,231	19,686	43,782	83,831	'87	Oregon
	'86	517	2,597	2,602	2,224	7,940	10,350	714	2,313	13,377	4,798	1,975	8,611	5,829	4,303	25,516	44,676	91,509	'86	
Pennsylvania	'87	3,020	16,720	22,987	22,443	65,170	68,244	7,807	23,708	99,759	35,258	11,610	81,759	40,939	38,451	208,017	155,838	528,784	'87	Pennsylvania
	'86	6,149	19,148	27,373	25,430	78,100	68,070	7,316	25,950	101,336	44,422	12,880	87,576	54,419	46,036	245,333	148,351	573,120	'86	
Rhode Island	'87	168	1,319	1,945	1,525	4,957	5,202	584	1,895	7,681	2,350	916	4,778	3,702	2,398	14,144	19,874	46,656	'87	Rhode Island
	'86	472	1,660	2,900	1,994	7,026	6,443	492	2,226	9,161	3,583	1,089	6,167	5,212	3,400	19,451	17,960	53,598	'86	
South Carolina	'87	230	2,637	2,917	2,568	8,352	16,908	1,543	4,785	23,236	7,104	3,101	15,690	10,990	8,517	45,402	43,468	120,458	'87	South Carolina
	'86	426	3,553	4,140	2,780	10,899	15,265	1,684	4,979	21,928	9,750	2,989	16,776	14,483	10,332	54,330	40,679	127,836	'86	
South Dakota	'87	129	516	677	628	1,950	2,722	111	783	3,616	1,840	336	3,195	1,896	1,599	8,866	3,369	17,801	'87	South Dakota
	'86	239	530	719	806	2,294	2,751	126	916	3,793	1,965	374	3,667	2,374	1,493	9,873	2,997	18,957	'86	
Tennessee	'87	395	5,306	5,350	4,332	15,383	24,893	2,775	7,116	34,784	10,031	5,972	22,777	13,202	14,953	66,935	65,162	182,264	'87	Tennessee
	'86	745	6,618	6,550	5,078	18,991	23,235	2,973	7,545	33,753	13,097	6,327	26,297	18,471	17,636	81,828	58,275	192,847	'86	
Texas	'87	865	16,705	13,415	12,545	43,530	79,887	12,998	24,827	117,712	24,592	19,702	80,924	42,547	30,307	178,061	192,238	531,541	'87	Texas
	'86	1,682	22,516	17,857	15,112	57,167	76,206	15,951	28,297	120,454	37,507	26,613	75,543	64,419	39,288	243,370	193,157	614,148	'86	
Utah	'87	168	1,234	1,487	1,043	3,932	4,932	647	1,615	7,194	2,253	886	4,604	2,297	2,221	12,261	19,706	43,093	'87	Utah
	'86	352	1,395	2,100	1,412	5,259	4,470	384	1,658	6,512	2,583	753	6,041	3,324	2,479	15,180	21,245	48,196	'86	
Vermont	'87	220	556	1,074	971	2,821	3,392	148	992	4,532	1,460	363	4,288	1,487	1,328	8,926	11,902	28,181	'87	Vermont
	'86	336	651	1,452	1,441	3,880	3,393	161	1,384	4,938	1,794	288	4,639	1,751	1,629	10,101	11,169	30,088	'86	
Virginia	'87	1,045	8,865	10,271	9,148	29,329	42,357	3,122	10,314	55,793	10,440	5,466	35,438	18,269	17,343	86,956	112,347	284,425	'87	Virginia
	'86	2,247	10,938	11,819	10,200	35,204	43,974	3,718	12,465	60,157	14,939	6,210	40,315	28,054	21,484	111,002	109,256	315,619	'86	
Washington	'87	334	3,373	3,041	2,877	9,625	17,064	824	3,565	21,453	3,985	2,008	13,304	4,813	3,818	27,928	64,062	123,068	'87	Washington
	'86	447	4,123	4,262	3,199	12,031	16,917	1,323	4,105	22,345	5,829	2,485	13,707	8,425	5,553	35,999	65,500	135,875	'86	
West Virginia	'87	370	1,775	2,506	1,985	6,636	7,770	539	2,266	10,575	3,604	1,010	10,460	5,062	4,210	24,346	15,001	56,558	'87	West Virginia
	'86	774	2,175	3,781	2,815	9,545	8,642	540	2,887	12,069	4,586	1,233	14,896	6,734	5,229	32,678	13,919	68,211	'86	
Wisconsin	'87	1,035	4,538	7,283	7,175	20,031	21,774	1,474	8,142	31,390	13,772	3,304	25,810	16,736	16,461	76,083	35,418	162,922	'87	Wisconsin
	'86	2,269	4,952	8,785	8,334	24,340	22,773	1,446	10,247	34,466	17,999	3,437	31,652	24,616	21,448	99,152	35,185	193,143	'86	
Wyoming	'87	91	438	392	285	1,206	1,526	100	668	2,294	856	196	1,448	950	945	4,395	3,846	11,741	'87	Wyoming
	'86	194	585	526	423	1,728	1,540	102	798	2,440	1,108	227	1,623	1,268	1,214	5,440	4,361	13,969	'86	
Federal Government	'87	25	336	312	2,197	2,870	2,339	4	41	2,384	91	7	22,793	131	119	23,141	69	28,464	'87	Federal Government
	'86	1,110	74	347	13,151	14,682	859	—	13	872	76	4	1,601	107	90	1,878	54	17,486	'86	
U.S. TOTAL	'87	30,921	285,167	340,374	291,402	947,864	1,383,158	166,509	431,177	1,980,532	596,122	258,146	1,365,465	715,981	664,648	3,540,742	3,624,616	10,122,154	'87	U.S. TOTAL
	'86	72,088	340,806	441,804	361,543	1,215,111	1,364,434	169,805	477,874	2,012,113	757,328	290,890	1,536,839	1,044,444	829,850	4,459,351	3,444,267	11,130,842	'86	

(compiled by R.L. Polk & Co.)

Notes: Manufacturers' sales records were used to compile Oklahoma figures in 1986. All data is property of R.L. Polk & Co.; may not be copied sold or reprinted without permission from Polk.

*—Includes imports and domestic-sponsored cars.

SALES/REGISTRATIONS

New truck registrations in U.S. by state, near 5 million mark

(compiled by R.L. Polk & Co.)

State	Year	Chrysler Corp.	Ford	Daimler-Benz Corp.	Chevrolet	GMC	Navi-star	Jeep Truck	Mack Truck Corp.	Paccar Corp.	Volvo White Corp. & Western Star	Other domestic & imports	TOTAL	Year	State
Alabama	'87	10,165	21,794	697	26,121	5,748	866	2,325	494	688	539	17,498	86,935	'87	**Alabama**
	'86	9,373	20,524	449	28,799	5,686	732	2,128	509	471	580	17,361	86,812	'86	
Alaska	'87	1,439	3,104	5	2,209	619	50	420	4	11	29	2,054	9,944	'87	**Alaska**
	'86	1,648	3,704	3	3,118	820	104	590	3	49	13	2,343	12,395	'86	
Arizona	'87	7,596	19,392	175	18,527	5,019	486	3,116	154	152	170	21,972	76,759	'87	**Arizona**
	'86	6,344	19,742	72	21,344	5,968	574	3,345	116	101	128	26,053	83,787	'86	
Arkansas	'87	6,785	15,272	289	14,689	3,839	907	1,211	267	115	47	7,407	50,828	'87	**Arkansas**
	'86	6,035	13,913	240	18,153	4,303	889	1,436	182	192	140	7,679	51,362	'86	
California	'87	58,753	138,046	2,331	86,568	21,679	3,472	26,615	599	2,258	781	204,739	545,841	'87	**California**
	'86	47,104	129,661	1,453	96,913	24,330	3,720	25,296	733	2,037	1,015	223,702	555,964	'86	
Colorado	'87	6,318	17,744	133	11,554	4,036	623	6,679	86	275	102	17,038	64,588	'87	**Colorado**
	'86	5,734	18,895	140	13,668	4,508	780	6,333	74	197	95	17,810	68,234	'86	
Connecticut	'87	10,611	16,747	222	14,460	4,188	1,213	4,614	502	169	212	17,120	70,058	'87	**Connecticut**
	'86	8,455	15,134	179	16,492	3,982	935	4,190	413	159	176	13,850	63,965	'86	
Delaware	'87	2,988	6,323	190	4,630	847	705	827	196	118	248	2,800	19,872	'87	**Delaware**
	'86	2,262	5,181	121	4,413	988	629	793	146	91	255	2,909	17,788	'86	
District of Columbia	'87	697	846	1	694	126	13	309	1	2	—	964	3,653	'87	**District of Columbia**
	'86	560	769	12	654	120	13	274	4	2	1	649	3,058	'86	
Florida	'87	38,985	78,625	1,163	58,255	19,198	3,456	11,846	1,431	914	432	64,853	279,158	'87	**Florida**
	'86	27,257	72,173	746	53,499	15,557	2,963	11,176	1,195	722	336	62,357	247,981	'86	
Georgia	'87	19,486	45,267	834	39,439	8,296	2,273	5,836	706	859	738	28,345	152,079	'87	**Georgia**
	'86	15,562	42,871	723	42,474	8,309	2,159	5,315	645	567	576	29,699	148,900	'86	
Hawaii	'87	2,958	4,683	1	2,453	777	111	1,697	2	56	18	8,936	21,692	'87	**Hawaii**
	'86	2,065	3,835	—	2,219	729	128	1,638	4	53	18	7,691	18,380	'86	
Idaho	'87	2,601	4,983	42	3,641	1,809	124	776	22	214	18	3,615	17,845	'87	**Idaho**
	'86	2,263	5,187	35	3,894	1,844	146	1,020	10	134	47	4,261	18,841	'86	
Illinois	'87	33,130	64,115	2,361	54,433	13,647	6,240	5,459	1,444	1,504	1,216	23,788	207,337	'87	**Illinois**
	'86	26,332	54,853	1,642	53,176	14,110	5,400	5,488	1,110	1,175	1,175	23,226	187,687	'86	
Indiana	'87	15,092	31,850	1,023	31,772	10,845	2,048	2,520	448	1,382	280	10,869	108,129	'87	**Indiana**
	'86	12,987	30,127	1,229	32,193	10,107	2,298	2,558	450	850	243	10,104	103,146	'86	
Iowa	'87	7,826	17,037	504	15,162	2,832	1,705	1,021	184	573	366	4,712	51,922	'87	**Iowa**
	'86	5,652	14,019	736	12,434	2,493	1,569	1,210	148	293	137	5,248	43,939	'86	
Kansas	'87	6,166	13,527	210	10,820	3,591	396	1,308	79	366	50	6,058	42,571	'87	**Kansas**
	'86	6,005	14,124	235	12,734	4,280	557	1,804	104	383	80	6,947	47,253	'86	
Kentucky	'87	10,755	20,619	169	18,967	3,932	907	1,496	282	215	66	9,003	66,411	'87	**Kentucky**
	'86	8,495	20,045	136	21,138	3,857	809	1,712	396	162	74	9,273	66,097	'86	
Louisiana	'87	9,108	23,352	415	18,119	4,967	532	1,689	314	232	74	15,203	74,005	'87	**Louisiana**
	'86	9,018	21,525	159	19,072	5,637	568	1,396	235	192	141	15,160	73,103	'86	
Maine	'87	4,624	10,345	135	7,613	3,860	426	1,224	173	138	61	4,995	33,594	'87	**Maine**
	'86	4,049	8,484	86	7,774	3,806	347	1,334	205	148	70	5,036	31,339	'86	
Maryland	'87	19,959	36,276	408	28,559	5,689	2,033	4,652	803	252	273	21,806	120,710	'87	**Maryland**
	'86	14,506	32,072	417	26,180	5,546	1,704	3,862	624	183	263	18,665	104,022	'86	
Massachusetts	'87	19,020	32,285	705	26,677	10,560	1,918	9,694	1,104	267	498	25,168	127,896	'87	**Massachusetts**
	'86	14,473	29,131	489	25,430	9,420	1,779	8,630	860	131	492	19,344	110,179	'86	
Michigan	'87	39,169	74,275	416	57,467	23,459	1,999	7,343	430	425	316	9,763	215,062	'87	**Michigan**
	'86	33,811	73,542	323	68,213	26,391	2,122	8,618	368	368	404	11,084	225,244	'86	
Minnesota	'87	14,552	34,366	533	22,943	5,093	1,704	2,803	310	557	166	9,148	92,175	'87	**Minnesota**
	'86	11,792	32,673	501	22,895	4,817	1,519	3,315	323	630	283	9,841	88,589	'86	
Mississippi	'87	4,482	13,361	596	11,778	3,552	563	878	230	229	70	9,990	45,729	'87	**Mississippi**
	'86	4,117	13,215	452	13,420	4,094	531	794	270	261	136	10,020	47,310	'86	
Missouri	'87	15,500	33,025	680	26,255	9,998	1,527	2,508	254	954	239	13,555	104,495	'87	**Missouri**
	'86	13,534	31,703	537	27,608	9,970	1,466	3,098	242	717	212	13,960	103,047	'86	
Montana	'87	1,861	5,434	123	3,834	1,231	84	572	29	281	42	3,043	16,534	'87	**Montana**
	'86	1,563	5,793	101	4,217	1,496	124	622	22	245	32	3,120	17,335	'86	
Nebraska	'87	3,534	9,147	855	7,464	2,449	1,441	783	139	1,637	184	2,717	30,350	'87	**Nebraska**
	'86	2,849	8,757	947	7,708	2,178	1,252	867	134	1,321	317	3,349	29,679	'86	
Nevada	'87	3,322	7,537	20	3,766	2,158	191	1,505	10	108	34	7,814	26,465	'87	**Nevada**
	'86	3,075	7,005	19	4,070	2,011	253	1,386	39	142	14	7,780	25,794	'86	
New Hampshire	'87	6,753	10,494	179	9,742	4,366	671	2,398	232	102	79	9,131	44,147	'87	**New Hampshire**
	'86	4,899	8,964	125	9,880	4,039	582	2,123	319	102	81	7,772	38,886	'86	
New Jersey	'87	23,602	44,153	1,067	29,793	9,743	2,586	9,229	1,739	849	655	29,152	152,568	'87	**New Jersey**
	'86	20,047	42,258	899	31,281	10,223	2,811	7,619	1,910	539	703	23,863	142,153	'86	
New Mexico	'87	4,165	12,185	30	7,463	3,035	258	1,527	39	224	29	8,615	37,570	'87	**New Mexico**
	'86	3,450	12,452	69	8,264	3,345	293	1,375	47	214	12	8,960	38,481	'86	
New York	'87	44,137	62,952	1,269	54,037	16,763	5,460	16,146	2,044	489	676	39,296	243,269	'87	**New York**
	'86	36,484	57,646	974	57,466	16,135	5,343	14,086	1,906	348	514	33,528	224,430	'86	
North Carolina	'87	17,726	43,668	950	35,202	7,982	1,815	5,284	647	1,047	524	33,588	148,433	'87	**North Carolina**
	'86	14,033	41,315	970	36,784	7,967	1,512	4,732	702	970	758	29,985	139,728	'86	
North Dakota	'87	1,612	4,259	160	3,805	935	89	292	43	166	35	1,309	12,705	'87	**North Dakota**
	'86	1,416	4,299	90	4,191	954	113	471	54	102	41	1,916	13,647	'86	
Ohio	'87	32,920	61,328	855	61,397	13,860	3,281	4,521	985	987	590	20,937	201,661	'87	**Ohio**
	'86	27,062	57,740	697	65,308	13,665	3,400	4,693	967	682	509	22,430	197,153	'86	
Oklahoma	'87	6,646	19,089	915	18,703	6,619	749	3,377	209	570	54	8,596	65,527	'87	**Oklahoma**
	'86	6,315	18,915	—	18,318	5,010	679	574	64	110	8	8,067	58,060	'86	
Oregon	'87	6,811	17,047	383	11,509	3,673	414	2,456	122	495	142	16,261	59,313	'87	**Oregon**
	'86	5,829	15,964	342	12,645	3,524	425	2,652	87	457	176	16,744	58,845	'86	
Pennsylvania	'87	37,023	70,100	1,389	50,782	14,588	3,304	8,851	2,073	1,027	711	25,162	215,010	'87	**Pennsylvania**
	'86	28,680	59,731	818	46,762	12,417	3,143	8,231	2,132	617	481	24,090	187,102	'86	
Rhode Island	'87	2,806	4,267	61	2,876	1,242	254	1,008	144	33	68	5,065	17,824	'87	**Rhode Island**
	'86	2,328	3,912	36	3,285	1,147	243	962	197	25	56	4,151	16,342	'86	
South Carolina	'87	8,291	17,453	593	15,252	5,479	1,130	1,830	333	287	120	15,847	66,615	'87	**South Carolina**
	'86	6,675	15,446	280	16,010	5,097	1,058	1,790	350	281	93	14,263	61,343	'86	
South Dakota	'87	1,549	4,551	114	4,236	859	211	539	25	213	22	1,248	13,567	'87	**South Dakota**
	'86	1,122	4,006	159	4,154	817	175	598	11	185	18	1,387	12,632	'86	
Tennessee	'87	13,764	28,652	1,154	23,553	8,442	1,323	2,857	587	1,071	724	24,315	106,442	'87	**Tennessee**
	'86	11,772	25,771	880	25,073	7,888	1,167	2,711	551	914	474	22,384	99,585	'86	
Texas	'87	42,469	106,033	1,344	96,533	25,874	3,101	12,368	938	1,529	397	59,182	349,768	'87	**Texas**
	'86	40,376	109,939	1,504	114,995	32,035	3,894	14,458	1,013	1,467	439	61,969	382,089	'86	
Utah	'87	3,328	8,031	294	5,807	2,664	374	2,042	72	561	438	6,757	30,368	'87	**Utah**
	'86	3,251	8,711	135	6,986	2,894	242	1,820	78	225	127	6,623	31,092	'86	
Vermont	'87	2,395	4,971	93	4,296	1,901	278	1,048	126	29	31	3,389	18,557	'87	**Vermont**
	'86	1,723	4,233	77	4,269	1,788	209	1,059	92	29	41	3,724	17,244	'86	
Virginia	'87	20,561	42,564	393	29,549	8,078	1,783	7,980	750	368	302	32,558	144,886	'87	**Virginia**
	'86	16,356	39,339	214	29,352	7,193	2,436	6,803	902	302	465	29,900	133,262	'86	
Washington	'87	9,155	20,140	404	15,096	3,287	920	3,403	147	956	173	20,759	74,440	'87	**Washington**
	'86	7,242	20,648	216	17,932	4,208	774	3,433	194	783	181	21,567	77,178	'86	
West Virginia	'87	5,421	12,663	58	12,845	2,076	726	1,266	193	85	59	4,033	39,425	'87	**West Virginia**
	'86	4,421	12,648	33	15,049	2,248	554	1,563	169	75	83	4,596	41,439	'86	
Wisconsin	'87	16,378	29,353	467	22,588	7,760	1,611	2,986	468	1,027	262	9,025	91,925	'87	**Wisconsin**
	'86	11,548	27,285	322	22,272	8,040	1,519	3,292	503	623	206	10,040	85,650	'86	
Wyoming	'87	1,565	3,841	40	2,746	1,499	84	470	12	54	1	1,498	11,810	'87	**Wyoming**
	'86	1,612	4,624	51	3,430	1,543	131	687	16	84	11	1,746	13,935	'86	
Federal Government	'87	11,214	703	5	15,865	607	1,522	21	40	1	151	41	30,170	'87	**Federal Government**
	'86	12,010	4,485	—	28,160	1,143	1,740	13	1	—	122	32	47,715	'86	
U.S. TOTAL	**'87**	**697,773**	**1,427,874**	**27,453**	**1,162,544**	**335,376**	**69,957**	**283,625**	**22,665**	**27,121**	**13,512**	**950,737**	**4,938,637**	**'87**	**U.S. TOTAL**
	'86	**575,571**	**1,348,966**	**21,873**	**1,245,768**	**340,877**	**68,522**	**195,973**	**21,829**	**21,110**	**13,052**	**948,258**	**4,801,821**	**'86**	

Notes: Compiled from official state records. Data is property of R.L. Polk & Co. May not be copied, sold or reprinted without Polk permission. 1986 data for Oklahoma compiled from manufacturers' sales records.

SALES/REGISTRATIONS

Recreational vehicle shipments tie 1986 for 10 year top total

1987

(Total Shipments—400,200)

Travel trailers	92,800
Folding camping trailers	41,600
Truck campers	10,100
Motor homes	73,800
Van conversions	181,900

1986**

(Total Shipments—379,500)

Travel trailers	86,000
Truck campers	7,400
Camping trailers	36,500
Motor homes	67,700
Van conversions	181,900

1985**

(Total Shipments—359,200)

Travel trailers	82,900
Truck campers	6,900
Camping trailers	35,900
Motor homes	68,700
Van conversions	164,800

1984**

(Total Shipments—398,200)

Travel trailers	92,400
Truck campers	7,600
Folding camper trailers	40,900
Motor homes	82,000
Van conversions	175,300

1983**

(Total Shipments—358,000)

Travel trailers	90,000
Truck campers	6,800
Folding campers	37,500
Motor homes	69,500
Van conversions	154,200

1982**

(Total Shipments—258,000)

Travel trailers	65,500
Truck campers	5,700
Folding camping trailers	34,300
Motor homes	41,200
Van conversions	111,300

1981**

(Total Shipments—239,100)

Travel trailers	63,800
Truck campers	5,100
Fold-down camping trailers	35,000
Motor homes	35,400
Van conversions	99,800

1980**

(Total Shipments—181,400)

Travel trailers	51,900
Truck campers	5,000
Fold-down camping trailers	24,500
Motor homes	28,600
Van conversions	71,400

1979**

(Total Shipments—303,300)

Travel trailers	90,200
Truck campers	13,800
Fold-down camping trailers	31,100
Motor homes	64,100
Van conversions	104,100

1978**

(Total Shipments—526,300)

Travel trailers	159,800
Truck campers	48,200
Fold-down camping trailers	48,200
Motor homes	157,200
Van conversions	136,400

1977

(Total Shipments—745,600)

Travel trailers	167,900
Truck campers	31,900
Fold-down camping trailers	53,900
Motor homes	280,200
Pickup covers	211,700

1976

(Total Shipments—656,300)

Travel trailers	189,700
Truck campers	42,000
Camping trailers	53,300
Motor homes	156,100
Pickup covers	215,200

1975

(Total Shipments—552,100)

Travel trailers	150,600
Truck campers	44,300
Camping trailers	48,100
Motor homes	96,600
Pickup covers	212,500

1974

(Total Shipments—529,200)

Travel trailers	126,300
Truck campers	45,400
Camping trailers	55,200
Motor homes*	68,900
Pickup covers	233,400

1973

(Total Shipments—752,500)

Travel trailers	212,300
Truck campers	89,800
Camping trailers	97,700
Motor homes*	129,000
Pickup covers	223,700

NOTES: **—Pickup covers no longer included in RVIA shipments.
*—Imports of Volkswagen Campmobile motor home included only in 1972-'74 totals.

SOURCE: Recreation Vehicle Industry Assn.

Domestic and import truck sales in U.S. edge up 1.40% in 1987

	January	February	March	April	May	June	July	August	September	October	November	December	1987	1986
Ford														
Vans	10,410	13,717	17,940	17,126	16,203	17,826	15,906	14,673	16,808	15,825	14,646	13,333	184,413	180,395
Aerostar	8,488	11,788	13,916	14,286	15,085	17,245	16,815	14,624	12,363	11,979	10,407	12,153	159,149	150,049
Club Wagon	1,830	2,382	2,581	2,684	2,623	2,548	2,030	1,572	1,491	2,578	2,548	2,433	27,300	27,374
Ranger	19,676	25,632	31,530	30,281	28,663	32,677	29,942	23,304	19,091	20,066	22,917	21,516	305,295	269,490
Bronco	3,212	3,786	4,833	4,536	4,372	4,388	3,689	3,493	4,098	5,146	5,167	5,062	51,782	49,588
Bronco II	8,072	9,388	9,073	8,666	9,321	12,087	12,935	12,072	10,733	8,558	10,158	9,842	120,905	103,020
Pickups	28,932	41,442	52,253	50,983	49,193	48,256	42,489	44,884	45,288	49,489	49,170	47,746	550,125	544,969
Mediums	2,533	2,896	3,560	3,850	3,640	3,649	4,109	3,657	3,963	3,410	3,075	3,098	41,440	45,267
Heavies	668	822	1,081	1,098	1,203	1,313	1,326	1,155	1,133	1,178	955	864	12,796	11,286
Total Ford	83,821	111,853	136,767	133,510	130,303	139,989	129,241	119,434	114,968	118,229	119,043	116,047	1,453,205	1,381,438
Chevrolet														
Vans	5,836	7,139	9,578	10,241	10,173	10,738	10,742	10,437	8,157	12,144	9,133	10,517	114,835	134,977
Sports Van	778	958	1,400	1,132	947	1,049	1,052	974	777	1,013	858	1,041	11,979	15,614
Astro	8,839	10,781	11,781	13,621	14,228	15,903	15,329	12,437	9,421	13,824	11,280	10,761	148,205	147,932
S-10	13,520	21,194	22,006	17,822	18,864	22,303	22,156	21,687	18,893	13,433	14,615	18,314	224,807	203,416
S-10 Blazer	10,057	13,467	12,465	11,387	11,072	13,837	14,492	17,245	18,637	9,273	9,865	11,267	153,064	159,820
El Camino	921	1,011	1,086	1,184	1,168	1,326	1,553	1,826	1,521	1,163	610	374	13,743	21,508
Blazer	1,908	2,246	2,864	2,647	2,171	2,813	2,499	2,476	2,379	3,476	2,794	2,586	30,859	41,893
Suburban	3,086	3,631	4,695	5,026	4,901	5,979	5,501	5,181	3,873	5,932	5,090	5,067	57,962	61,226
Pickups	20,809	29,925	40,461	39,977	35,889	39,577	35,935	38,165	33,167	33,640	32,830	37,846	418,221	443,051
Mediums	1,023	1,187	1,353	1,382	1,460	948	1,451	1,649	1,428	861	2,736	2,292	17,770	18,158
Total Chevy	66,777	91,539	107,689	104,419	100,873	114,473	110,710	112,077	98,253	94,759	89,811	100,065	1,191,445	1,247,595
Chrysler														
Vans	4,215	4,522	5,565	6,825	6,676	7,632	6,721	5,976	4,315	3,850	3,790	4,178	64,265	73,706
Ram Wagon	2,273	2,472	2,896	2,462	3,025	3,735	2,370	2,119	2,243	2,061	2,178	2,671	30,505	39,843
Voyager	4,948	7,413	10,438	12,015	13,422	15,855	16,402	10,917	10,820	13,179	12,021	13,369	140,799	110,083
Caravan	5,618	8,654	11,307	12,258	13,738	16,800	17,033	11,473	12,062	15,008	14,331	14,909	153,191	115,964
Mini Ram Van	855	1,088	1,255	1,269	1,034	1,388	1,346	976	1,050	1,057	1,243	1,290	13,851	14,587
Ram 50	4,831	5,700	6,880	6,486	4,999	6,190	6,099	6,290	6,054	4,648	3,501	3,815	65,593	78,706
Raider	939	1,375	1,448	1,665	1,700	1,805	1,987	2,311	2,030	1,670	1,454	1,155	19,539	4,768
Ramcharger	1,349	2,201	2,821	1,992	1,836	2,301	1,689	2,025	1,979	1,722	1,784	1,968	23,667	23,006
Dakota	6,333	7,966	9,331	9,007	9,498	11,689	8,171	9,531	8,827	5,663	6,198	6,831	99,045	29,045
Pickups	6,464	7,815	11,342	9,006	7,360	9,738	6,487	6,782	8,071	7,616	8,172	8,817	97,670	106,451
Total Chrysler	37,825	49,206	63,283	62,985	63,288	77,133	68,305	58,400	57,451	56,474	54,772	59,003	708,125	596,159
GMC														
Vans	2,584	3,030	3,256	3,849	2,908	3,768	3,628	2,957	2,423	3,499	2,950	3,713	38,565	39,622
Safari	1,911	2,247	2,808	2,916	2,894	3,540	3,062	2,623	1,862	3,008	2,398	2,963	32,232	31,178
S-15	3,102	4,290	4,547	3,953	3,809	4,855	4,528	5,414	4,681	2,617	2,729	4,666	49,191	46,084
S-15 Jimmy	2,524	3,165	3,335	2,747	2,500	3,511	3,140	3,764	4,100	2,654	2,851	4,550	38,841	39,027
Jimmy	579	583	682	801	644	811	627	652	587	915	740	977	8,598	9,390
Caballero	142	120	122	162	121	190	191	227	165	112	95	58	1,705	2,542
Suburban	1,144	1,245	1,640	1,754	1,892	1,884	1,710	1,493	1,103	1,707	1,617	1,921	19,110	19,981
Pickups	5,536	7,831	11,029	11,403	9,405	11,182	10,113	10,866	8,779	8,615	8,911	12,169	115,839	112,799
P-Models	692	385	432	597	281	403	458	393	412	510	602	437	5,602	4,665
Mediums	3,084	2,865	3,656	3,676	3,412	2,760	2,439	2,559	2,619	1,602	3,038	2,781	34,491	31,238
Heavies	659	727	730	991	871	534	552	474	563	395	296	516	7,308	7,229
W-4	114	91	149	95	123	124	148	146	152	112	120	160	1,534	1,292
Total GMC	22,071	26,579	32,386	32,944	28,860	33,562	30,596	31,568	27,446	25,746	26,347	34,911	353,016	345,047
Jeep														
Wrangler/CJ	1,906	2,057	2,355	2,751	2,746	3,318	2,551	2,114	2,040	2,631	2,793	3,451	30,713	35,334
Wagoneer	1,147	922	1,007	1,083	1,021	1,149	958	997	1,075	947	995	938	12,239	12,800
Cherokee	9,092	7,327	8,493	8,955	8,727	10,010	8,757	8,249	9,081	9,659	11,172	12,423	111,945	107,219
Grand Wagoneer	1,282	902	1,057	988	937	1,206	1,090	1,289	1,003	1,343	1,566	1,439	14,102	17,254
Comanche	2,898	3,171	2,889	3,256	3,556	4,427	3,049	2,988	3,034	2,614	2,864	3,348	38,094	33,392
Pickup	166	153	72	111	159	228	108	44	73	103	60	70	1,347	1,515
Total Jeep	16,491	14,532	15,873	17,144	17,146	20,338	16,513	15,681	16,306	17,297	19,450	21,669	208,440	207,514
Imports														
Toyota	18,403	20,437	28,046	29,816	32,886	25,172	30,873	27,115	25,275	22,211	18,546	25,003	303,783	384,150
Nissan	15,894	18,914	21,320	20,483	15,853	23,029	14,862	18,042	18,732	17,984	16,008	15,393	216,514	223,406
Mazda	8,358	8,558	10,915	10,807	10,701	11,184	11,433	20,484	8,261	7,591	6,969	8,438	123,699	157,127
Isuzu	5,848	7,236	8,589	9,714	7,104	7,115	7,756	8,233	7,931	7,055	5,553	4,856	86,990	88,720
Mitsubishi	2,905	4,421	3,800	4,606	4,647	5,109	4,478	4,055	4,433	4,751	4,478	4,179	51,862	34,985
Suzuki	5,662	6,672	8,267	8,341	8,000	8,320	8,000	7,905	6,077	5,916	5,082	5,092	83,334	47,732
Subaru	264	214	219	142	96	62	55	66	85	48	14	9	1,274	4,142
Range Rover	0	0	79	170	220	253	307	272	248	329	327	381	2,586	0
Total Imports	**57,334**	**66,452**	**81,235**	**84,079**	**79,507**	**80,244**	**77,764**	**86,172**	**71,042**	**65,885**	**56,977**	**63,351**	**870,042**	**940,262**
Total Industry	**284,319**	**360,161**	**437,223**	**435,081**	**419,977**	**465,739**	**433,129**	**423,332**	**385,466**	**378,390**	**366,400**	**395,046**	**4,704,273**	**4,718,815**

SALES/REGISTRATIONS

Canadian truck registrations for 35 years

Year	Regis.
1953	101,252
1954	69,955
1955	73,689
1956	85,692
1957	76,782
1958	66,034
1959	74,824
1960	73,682
1961	74,738
1962	81,495
1963	90,608
1964	104,175
1965	115,660
1966	128,506
1967	130,964
1968	142,201
1969	153,277
1970	129,359
1971	138,876
1972	180,748
1973	234,683
1974	287,619
1975	265,015
1976	305,606
1977	333,551
1978	349,294
1979	382,074
1980	335,827
1981	281,536
1982	204,794
1983	223,917
1984	292,273
1985	393,396
1986	406,905
1987*	450,014

NOTE: *—Quebec figures in 1987 are incomplete.

SOURCE: R.L. Polk & Co.

U.S. new truck registrations rise by 2.87% in 1987

Based on R.L. Polk & Co. Statistical Report

	6,000 & less GVW Group 1	6,001-10,000 GVW Group 2	10,001-14,000 GVW Group 3	14,001-16,000 GVW Group 4	16,001-19,500 GVW Group 5	19,501-26,000 GVW Group 6	26,001-33,000 GVW Group 7	33,001-& over GVW Group 8	Total 1987	Total 1986
Dodge	429,790	130,491							560,281	468,621
Plymouth	137,492								137,492	106,950
Total Chrysler Corp.	**567,282**	**130,491**							**697,773**	**575,571**
Ford	822,622	552,940	476			9,525	29,812	12,499	1,427,874	1,348,988
Freightliner								23,479	23,479	17,393
Mercedes-Benz						1,577	2,397		3,974	3,680
Total Daimler-Benz Corp.						**1,577**	**2,397**	**23,479**	**27,453**	**21,073**
Chevrolet	707,952	410,165	27,355	1,106	309	7,180	8,059	418	1,162,544	1,245,768
GMC	161,458	131,950	3,027	498	5,369	7,428	18,762	6,884	335,376	340,877
Total GM Corp.	**869,410**	**542,115**	**30,382**	**1,604**	**5,678**	**14,608**	**26,821**	**7,302**	**1,497,920**	**1,586,645**
Navistar					388	18,902	22,008	28,659	69,957	68,522
Jeep Truck	188,229	15,396							203,625	195,973
Mack						1,895	2,649	18,121	22,665	21,829
Kenworth							131	14,439	14,570	10,934
Peterbilt							98	12,453	12,551	10,176
Total Paccar Corp.							**229**	**26,892**	**27,121**	**21,110**
Autocar								1,480	1,480	1,736
Volvo							1,611	739	2,350	2,436
White								8,259	8,259	7,747
Total Volvo White Corp.							**1,611**	**10,478**	**12,089**	**11,919**
Western Star								1,423	1,423	1,133
Miscellaneous Domestic		1,895		2,774	323		27	1,847	6,866	5,309
Other Imports	927,419	3,794	6,810	551	2,039	1,280	1,865	113	943,871	942,940
Grand Total	**3,374,962**	**1,246,631**	**37,668**	**4,929**	**8,428**	**47,787**	**87,419**	**130,813**	**4,938,637**	**4,801,021**

*—Oklahoma registrations compiled from manufacturers' sales records.

Compiled from R.L. Polk & Co. data.

Annual new U.S. truck registrations since 1956, by make

	Brockway	Chevrolet	Chrysler Corp.	Daimler-Benz	Diamond Reo	Dodge①	Ford	Freightliner②	GMC	Navistar	Jeep	Kenworth③	Mack	Paccar Corp.	Peterbilt	Volvo-White	White④	Total
1956	884	302,145	—	—	4,037	57,651	263,753	—	82,266	108,014	23,488	1,239	13,190	—	609	—	15,137	894,366
1957	738	290,960	—	—	3,472	49,431	277,301	—	62,165	96,956	22,005	980	13,312	—	486	—	12,491	858,085
1958	959	247,470	—	—	2,929	37,037	206,787	—	55,950	89,745	22,523	813	11,865	—	393	—	12,142	726,704
1959	1,196	306,237	—	—	3,008	52,278	292,931	—	69,509	109,053	30,864	715	13,473	—	595	—	15,497	942,133
1960	1,103	316,962	—	—	2,421	43,606	280,501	—	82,546	110,349	31,385	1,400	10,876	—	810	—	14,179	943,485
1961	979	306,175	—	—	1,795	40,147	284,214	—	69,596	116,538	32,644	1,135	8,618	—	714	—	13,199	918,608
1962	1,074	366,506	—	—	1,820	55,593	332,328	—	80,590	130,959	30,426	1,316	10,353	—	1,158	—	15,151	1,068,725
1963	1,206	425,406	—	—	2,072	75,025	382,099	—	87,814	145,105	44,339	1,997	12,099	—	1,482	—	16,438	1,244,224
1964	1,100	483,853	—	—	1,992	98,030	404,999	—	99,148	148,008	44,385	2,347	12,064	—	1,812	—	16,609	1,361,772
1965	1,047	567,473	—	—	2,486	116,639	477,068	—	118,273	148,195	42,415	2,876	13,127	—	2,023	—	18,954	1,528,859
1966	1,288	585,561	—	—	2,874	120,082	522,307	—	115,122	155,566	42,860	3,472	15,014	—	2,374	—	20,683	1,610,450
1967	1,248	551,923	—	—	3,913	101,458	494,921	—	113,982	150,946	39,757	2,912	13,434	—	2,230	—	17,458	1,518,426
1968	1,298	626,858	—	—	3,539	138,205	624,894	—	133,308	140,948	38,486	4,008	14,932	—	3,023	—	19,905	1,775,601
1969	1,507	670,890	—	—	4,151	130,446	679,237	—	139,449	137,888	36,017	5,592	15,655	—	3,630	—	21,321	1,888,812
1970	1,655	557,997	—	—	3,964	137,509	666,613	5,867	125,657	143,195	33,984	5,320	17,740	—	3,457	—	12,139	1,790,177
1971	1,685	647,258	—	—	4,107	159,778	700,635	6,495	144,112	158,194	36,354	6,739	15,582	—	4,296	—	10,622	1,993,186
1972	2,061	802,755	—	—	4,332	269,333	858,630	9,244	174,794	189,210	50,926	9,232	20,005	—	5,698	—	11,312	2,513,952
1973	2,267	991,099	—	—	4,757	325,051	995,156	12,483	213,797	199,875	68,227	11,601	24,075	—	6,869	—	13,906	3,029,074
1974	2,508	860,358	—	—	4,032	292,213	865,000	11,713	183,755	161,375	96,835	10,489	22,710	—	8,428	—	13,582	2,656,918
1975	1,451	815,595	—	—	1,589	282,271	747,807	6,237	170,186	111,352	85,111	5,633	13,718	—	4,801	—	7,137	2,397,417
1976	1,264	1,052,438	—	—	387	399,644	950,933	7,075	255,360	100,657	107,487	8,024	14,696	—	5,839	—	7,348	3,058,009
1977	802	1,133,201	—	—	5	460,623	1,139,224	9,928	280,776	108,753	124,843	12,330	22,994	—	9,453	—	10,844	3,509,328
1978	37	1,275,787	—	—	—	464,470	1,314,251	11,725	329,185	116,574	163,548	14,345	27,390	—	9,454	—	13,292	3,963,340
1979	2	1,085,855	—	—	—	371,970	1,123,605	14,308	283,329	116,739	145,583	14,893	29,265	—	8,693	—	12,512	3,472,209
1980	—	737,788	—	—	95	256,829	784,132	11,473	181,252	74,484	81,923	11,163	21,743	—	7,008	—	7,664	2,476,777
1981	—	650,460	—	—	—	166,363	697,213	9,095	160,703	61,792	58,257	10,379	19,698	—	6,654	—	2,857	2,185,489
1982	—	758,107	—	—	—	218,078	733,120	7,292	212,908	45,902	62,097	7,344	15,590	—	5,781	—	2,669	2,430,471
1983	—	904,672	263,687	13,999	—	253,500	942,568	11,111	247,970	50,526	76,453	7,972	15,038	15,998	8,026	6,197	3,242	2,976,556
1984	—	1,090,178	504,081	18,889	—	—	1,162,834	—	305,206	66,713	148,292	—	25,617	26,732	—	10,084	—	4,048,996
1985	—	1,256,964	600,951	23,310	—	—	1,245,805	—	347,577	73,463	182,210	—	29,514	24,286	—	13,580	—	4,675,192
1986	—	1,245,768	575,571	21,073	—	—	1,348,988	—	340,877	68,522	195,973	—	21,829	21,110	—	11,919	—	4,801,021
1987	—	1,162,544	697,773	27,453	—	—	1,427,874	—	335,376	69,957	203,625	—	22,665	27,121	—	12,089	—	4,938,637

① Dodge included in Chrysler Corp. totals beginning in 1983.
② Freightliner included in White totals until 1970, included in Daimler-Benz beginning in 1983.
③ Kenworth, Peterbilt included in Paccar totals beginning in 1983.
④ White totals include Autocar and Western Star; White included in Volvo-White beginning in 1983.

SOURCE: R.L. Polk & Co.

PRODUCTS/SPECIFICATIONS

1988-model U.S. passenger car specifications

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in. ft.)
BUICK—Reatta 2-dr.	98.5	182.8	73.0	51.2	3,350	36.9	43.1	60.3	60.3	V-6	3.80 x 3.40	3.8/231	EFI	8.5:1	165 @ 4,800	210 @ 2,000	18.2	11.0	4.0	2.97	F	15.0	38.0
Skyhawk 2-dr.	101.2	179.3	65.0	54.0	2,349	37.7	42.2	55.6	55.2	L-4	3.39 x 3.39	2.0/121	EFI	8.8:1	96 @ 4,800	118 @ 3,600	13.6	7.8	4.7	3.45	F	14.8	34.5
Skyhawk 4-dr.	101.2	181.7	65.0	54.0	2,409	38.6	42.2	55.6	55.2	L-4	3.39 x 3.39	2.0/121	EFI	8.8:1	96 @ 4,800	118 @ 3,600	13.6	7.8	4.7	3.45	F	14.8	34.5
Skyhawk Wagon	101.2	181.7	65.0	54.4	2,476	38.3	42.2	55.4	55.2	L-4	3.39 x 3.39	2.0/121	EFI	8.8:1	96 @ 4,800	118 @ 3,600	13.6	7.8	4.7	3.45	F	14.8	34.5
Skylark 2-dr.	103.4	180.0	66.6	52.1	2,583	37.7	49.2	55.6	55.2	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	13.6	7.8	5.0	2.84	F	14.8	35.4
Skylark 4-dr.	103.4	180.0	66.6	52.1	2,638	37.7	49.2	55.6	55.2	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	13.6	7.8	5.0	2.84	F	14.8	35.4
Century 2-dr.	104.9	189.1	69.4	53.7	2,714	38.6	42.1	58.7	56.7	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	5.0	3.0	2.84	F	14	38.5
Century 4-dr.	104.9	189.1	69.4	53.7	2,762	38.6	42.1	58.7	56.7	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	4.0	4.0	2.84	F	14	38.5
Century Wagon	104.9	191.0	69.4	53.7	2,911	38.6	42.1	58.7	56.7	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	4.0	4.0	2.84	F	14	38.5
Regal 2-dr.	107.5	192.2	71.8	53.0	2,953	37.8	42.3	59.3	58.0	V-6	3.50 x 2.99	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600	16.6	11.3	5.0	3.33	F	14	39.2
Riviera 2-dr.	108.0	187.2	71.7	53.5	3,360	37.8	42.7	59.9	59.9	V-6	3.80 x 3.40	3.8/231	SFI	8.5:1	165 @ 5,200	210 @ 2,000	18.8	11.3	5.0	2.84	F	14	35.8
LeSabre 2-dr.	110.8	196.5	72.4	54.7	3,216	38.1	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	SFI	8.5:1	150 @ 4,400	200 @ 2,000	18.0	15.6	5.0	2.73	F	14.8	39.5
LeSabre 4-dr.	110.8	196.5	72.4	55.4	3,256	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	SFI	8.5:1	150 @ 4,400	200 @ 2,000	18.0	15.6	5.0	2.73	F	14.8	39.5
Electra 4-dr.	110.8	197.0	72.4	54.3	3,296	39.3	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	SFI	8.5:1	165 @ 5,200	210 @ 2,000	18.0	12.4	5.0	2.73	F	14.3	39.4
Electra Estate Wagon	115.9	220.5	79.3	59.3	4,160	39.6	42.2	62.2	64.0	V-8	3.8 x 3.39	5.0/307	4V	8.0:1	140 @ 3,200	255 @ 2,000	22.0	15.6	9.0	2.93	R	15	40.5
OPTIONAL ENGINES: Skylark										V-6	3.8 x 2.66	3.0/181	MFI	9.0:1	125 @ 4,900	150 @ 2,400							
Skylark										L-4	3.62 x 3.35	2.3/138	MFI	9.5:1	150 @ 5,200	160 @ 4,000							
Century										V-6	3.8 x 3.4	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600							
Century										V-6	3.5 x 2.99	3.8/231	SFI	8.5:1	150 @ 4,400	200 @ 2,000							
LeSabre T-Type, Century										V-6	3.80 x 3.40	3.8/231	SFI	8.5:1	165 @ 5,200	210 @ 2,000							
CADILLAC—Allante	99.4	178.6	73.4	52.2	3,488	37.2	43.1	60.5	60.5	V-8	3.46 x 3.31	4.1/250	MFI	8.5:1	170 @ 4,300	235 @ 3,200	22.0	12.0	7.0	2.95	R	15	38.5
Cimarron	101.2	177.8	65.0	52.1	2,756	38.2	42.2	55.4	55.2	V-6	3.50 x 2.99	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600	13.6	11.1	5.0	3.61	F	14	35.3
Eldorado	108.0	191.2	71.3	53.7	3,397	37.8	42.4	59.9	59.9	V-8	3.62 x 3.31	4.5/273	MFI	9.0:1	155 @ 4,000	240 @ 2,600	18.8	13.0	6.0	2.97	F	14	42.0
Seville	108.0	190.8	70.9	53.7	3,449	37.9	42.4	59.9	59.9	V-8	3.62 x 3.31	4.5/273	MFI	9.0:1	155 @ 4,000	240 @ 2,600	18.8	13.0	6.0	2.97	F	14	41.7
Coupe DeVille	110.8	196.5	71.7	55.0	3,397	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	MFI	9.0:1	155 @ 4,000	240 @ 2,600	18.0	13.0	6.0	2.97	F	14	39.3
Sedan DeVille	110.8	196.5	71.7	55.0	3,437	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	MFI	9.0:1	155 @ 4,000	240 @ 2,600	18.0	13.0	6.0	2.97	F	14	39.3
Fleetwood d'Elegance	110.8	196.5	71.7	55.0	3,463	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	MFI	9.0:1	155 @ 4,000	240 @ 2,600	18.0	13.0	6.0	2.97	F	14	39.3
Fleetwood Sixty Special	116.0	201.7	71.7	55.0	3,547	39.3	42.4	60.3	59.8	V-8	3.62 x 3.31	4.5/273	MFI	9.0:1	155 @ 4,000	240 @ 2,600	18.0	13.0	6.0	2.97	F	14	39.3
Brougham	121.5	221.0	75.3	56.7	4,156	39.0	42.0	61.7	60.7	V-8	3.80 x 3.39	5.0/307	4V	8.0:1	140 @ 3,200	255 @ 2,000	25.0	16.2	5.0	2.93	R	15	40.5
CHEVROLET—Corvette	96.2	176.5	71.0	46.7	3,229	36.4	42.6	59.6	60.4	V-8	4.0 x 3.4	5.7/350	TPI	9.5:1	240 @ 4,000	345 @ 3,200	20.0	14.6	5.0	3.07	R	16	40.4
Camaro Sport Coupe	101.0	192.0	72.8	50.3	3,054	37.0	42.9	60.0	60.9	V-6	3.5 x 2.99	2.8/173	MFI	8.9:1	135 @ 4,900	160 @ 3,900	15.5	12.9	5.0	3.42	R	15	37.6
Camaro IROC-Z	101.0	192.0	72.8	50.3	3,229	37.0	42.9	60.0	60.9	V-8	3.74 x 3.48	5.0/305	EFI	9.3:1	170 @ 4,000	255 @ 2,400	16.2	15.2	5.0	3.23	R	15	37.6
Cavalier Wagon	101.2	177.9	66.0	54.2	2,413	38.3	42.2	55.6	55.2	L-4	3.5 x 3.15	2.0/121	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	7.8	5.0	3.45	F	13	34.3
Cavalier Convertible	101.2	178.7	66.0	52.7	2,665	39.1	42.9	55.6	55.2	L-4	3.5 x 3.15	2.0/121	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	7.8	5.0	3.45	F	13	34.3
Cavalier 2-dr.	101.2	172.4	66.0	52.0	2,359	37.8	42.9	55.6	55.2	L-4	3.50 x 3.15	2.0/121	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	7.8	5.0	3.45	F	13	37.2
Cavalier 4-dr.	101.2	174.3	66.3	53.6	2,363	38.6	42.2	55.6	55.2	L-4	3.5 x 3.15	2.0/121	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	7.8	5.0	3.45	F	13	34.3
Corsica 4-dr.	103.4	183.4	68.0	52.7	2,800	38.9	43.4	55.6	55.1	L-4	3.50 x 3.15	2.0/121	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	8.6	5.0	3.83	F	13	34.6
Beretta 2-dr.	103.4	187.2	68.0	52.6	3,000	38.0	43.4	55.6	56.5	L-4	3.50 x 3.15	2.0/121	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	8.6	5.0	3.83	F	13	34.6
Celebrity 2-dr.	104.9	188.3	69.3	54.1	2,727	38.6	42.1	58.7	57.0	L-4	4.0 x 3.0	2.5/151	EFI	8.3:1	98 @ 4,800	135 @ 3,200	15.7	9.8	4.0	2.84	F	14	36.9
Celebrity 4-dr.	104.9	188.3	69.3	54.1	2,765	38.6	42.1	58.7	57.0	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	9.8	4.0	2.84	F	14	36.9
Celebrity Wagon	104.9	190.8	69.3	54.1	2,903	38.6	42.1	58.7	57.0	L-4	4.0 x 3.0	2.5/151	EFI	8.3:1	98 @ 4,800	135 @ 3,200	15.7	9.8	4.0	2.84	F	14	36.9
Monte Carlo	108.0	200.4	71.8	54.4	3,211	37.9	42.8	58.5	57.8	V-6	4.0 x 3.4	4.3/262	EFI	9.3:1	140 @ 4,000	225 @ 2,000	17.6	13.0	5.0	2.29	R	15	37.1
Caprice 4-dr.	116.0	212.2	75.4	56.4	3,654	38.5	42.2	61.7	60.7	V-6	4.0 x 3.43	4.3/262	EFI	9.3:1	140 @ 4,200	225 @ 2,000	24.5	12.2	5.0	2.56	R	15	38.7
Caprice Wagon	116.0	215.7	75.4	56.4	3,718	38.5	42.2	61.7	60.7	V-8	3.74 x 3.48	5.0/307	4V	9.3:1	140 @ 3,200	255 @ 2,000	25.0	12.2	5.0	2.93	R	15	38.7
OPTIONAL ENGINES: Camaro Sport Coupe										V-8	3.74 x 3.48	5.0/305	EFI	9.3:1	170 @ 4,000	255 @ 2,400							
Camaro IROC-Z										V-8	4.0 x 3.4	5.7/350	TPI	9.3:1	230 @ 4,400	330 @ 3,200							
Camaro IROC-Z										V-8	3.7 x 3.4	5.0/305	TPI	9.3:1	220 @ 4,400	290 @ 3,200							
Cavalier Station Wagon, Z-24 Notchback Coupe, Z-24 Convertible, Camaro Sport Coupe										V-6	3.5 x 2.99	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600							
Corsica, Beretta										V-6	3.50 x 2.99	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600							
Celebrity										V-6	3.50 x 2.99	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600							
Caprice										V-8	3.74 x 3.48	5.0/305	4V	9.3:1	170 @ 4,400	250 @ 2,800							
Monte Carlo										V-8	3.74 x 3.48	5.0/305	4V	9.3:1	150 @ 4,000	240 @ 2,000							
Monte Carlo (HO)										V-8	3.74 x 3.48	5.0/305	4V	9.3:1	180 @ 4,800	225 @ 3,200							
CHRYSLER—LeBaron Coupe	100.3	184.9	68.4	51.0	2,769	37.6	42.4	57.6	57.6	L-4	3.44 x 4.09	2.5/153	EFI	9.0:1	100 @ 4,800	133 @ 2,800	14.0	9.0	5.0	2.51	F	14	35.2
LeBaron Convertible	100.3	184.9	68.4	52.2	2,860	38.3	42.2	57.6	57.6	L-4	3.44 x 4.09	2.5/153	EFI	9.0:1	100 @ 4,800	133 @ 2,800	14.0	9.0	5.0	2.51	F	14	35.2
LeBaron 4-dr.	100.3	179.1	68.0	52.9	2,592	38.6	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	3.02	F	14	36.2
Town & Country Wagon	100.4	179.1	68.0	53.2	2,748	38.5	42.2	57.6	57.2	L-4	3.44 x 4.09	2.5/153	EFI	8.9:1	96 @ 4,400	133 @ 2,800	14.0	9.0	5.0	3.02	F	14	36.2
LeBaron GTS	103.1	180.3	68.3	53.0	2,659	38.3	41.1	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	100 @ 5,200	133 @ 3,200	14.0	9.0	5.0	2.51	F	14	36.2
New Yorker Turbo	103.3	187.2	68.0	53.1	2,826	38.6	38.0	57.6	57.2	L-4	3.44 x 3.62	2.2/135	MFI	8.0:1	146 @ 5,200	170 @ 2,400	14.0	9.0	5.0	3.02	F	14	36.2

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP @ RPM	Net Torque (ft. lbs.) @ RPM	Fuel Tank (U.S. gal.)	Cooling System with heater (qts.)	Crankcase refill with filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
New Yorker/New Yorker Landau	104.3	193.6	68.5	53.5	3,214	38.3	41.9	57.8	57.6	V-6	3.59 x 2.99	3.0/181	MFI	8.9:1	136 @ 4,800	168 @ 2,800	16.0	9.5	5.0	2.78	F	14	40.5
Fifth Avenue	112.7	204.6	74.2	55.1	3,759	39.3	42.5	60.0	59.5	V-8	3.91 x 3.31	5.2/318	2V	9.1:1	140 @ 3,600	265 @ 2,000	18.0	15.5	5.0	2.26	R	15	38.2
OPTIONAL ENGINES: LeBaron 4-dr., LeBaron GTS, Town & Country Wagon										L-4	3.44 x 3.62	2.2/135	EFI	8.9:1	96 @ 4,400	133 @ 2,800							
LeBaron Coupe, Convertible (turbos)										L-4	3.44 x 3.62	2.5/153	MFI	8.1:1	146 @ 5,200	170 @ 3,600							
LeBaron 4-dr.										L-4	3.44 x 3.62	2.5/153	EFI	8.9:1	96 @ 4,400	133 @ 2,800							
DODGE—Shadow 2-dr. Hatchback	97.0	171.0	67.3	52.7	2,513	38.3	41.5	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	100 @ 5,200	133 @ 3,200	14.0	9.0	5.0	2.51	F	13	33.9
Shadow 4-dr. Hatchback	97.0	171.0	67.3	52.7	2,540	38.3	41.5	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	100 @ 5,200	133 @ 3,200	14.0	9.0	5.0	2.51	F	13	33.9
Daytona	97.0	175.0	69.3	50.3	2,698	37.1	42.4	57.6	57.6	L-4	3.44 x 4.09	2.5/153	EFI	8.9:1	96 @ 4,400	133 @ 2,800	14.0	9.0	5.0	2.51	F	14	34.3
Daytona Pacifica (turbo)	97.0	175.9	69.8	50.8	2,841	37.1	42.4	57.6	57.6	L-4	3.44 x 3.62	2.2/135	EFI	8.0:1	146 @ 5,200	170 @ 2,400	14.0	9.0	5.0	2.51	F	14	34.3
Daytona Shelby Z (intercooled turbo)	97.0	175.9	69.8	50.8	2,830	37.1	42.4	57.6	57.6	L-4	3.44 x 3.62	2.2/135	EFI	8.0:1	174 @ 5,200	200 @ 2,400	14.0	9.0	5.0	2.74	F	14	34.3
Omni America 4-dr.	99.1	163.2	66.8	53.0	2,259	38.1	42.1	56.1	55.7	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,300	122 @ 3,200	14.0	9.0	5.0	2.55	F	13	30.1
Aries America 2-dr.	100.3	178.6	68.0	52.5	2,401	38.2	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	2.51	F	13	35.2
Aries America 4-dr.	100.3	178.6	68.0	52.9	2,427	38.6	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	2.51	F	13	35.2
Aries America Wagon	100.4	178.5	68.0	53.2	2,500	38.5	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	2.51	F	14	35.2
Lancer 4-dr. Hatchback	103.1	180.4	68.3	53.0	2,659	38.3	41.1	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	100 @ 5,200	133 @ 3,200	14.0	9.0	5.0	2.51	F	14	36.2
Lancer Shelby (intercooled turbo)	103.1	180.4	68.3	52.4	2,659	38.3	41.1	57.6	57.2	L-4	3.44 x 3.62	2.2/135	MFI	8.0:1	174 @ 5,200	200 @ 2,400	14.0	9.0	5.0	2.74	F	14	36.2
Dodge 600	103.3	185.1	68.8	50.8	2,604	38.6	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	165 @ 3,200	14.0	9.0	5.0	3.02	F	14	36.2
Dynasty	104.3	192.0	68.5	53.5	3,000	38.3	37.8	57.6	57.6	V-6	3.59 x 2.99	3.0/181	MFI	8.9:1	136 @ 4,800	168 @ 2,800	16.0	9.5	5.0	2.78	F	14	40.5
Diplomat	112.7	204.6	74.2	55.1	3,494	39.3	42.5	60.0	59.5	V-8	3.91 x 3.31	5.2/318	2V	9.1:1	140 @ 3,600	265 @ 2,000	18.0	15.5	5.0	2.26	R	15	40.7
OPTIONAL ENGINES: Aries, Shadow										L4	3.44 x 4.09	2.5/153	EFI	8.9:1	96 @ 4,400	133 @ 2,800							
Lancer, Shadow (turbos)										L4	3.44 x 3.62	2.2/135	MFI	8.0:1	146 @ 5,200	170 @ 2,400							
EAGLE—Premier LX, ES	105.5	192.7	69.8	55.9	2,862	38.5	43.7	58.2	57.1	I-4	3.86 x 3.19	2.5/150	SPI	9.2:1	111 @ 4,750	142 @ 2,500	17.0	8.6	5.0	3.44	F	14	36.9
Eagle	109.3	180.9	72.3	54.6	3,416	38.1	40.8	59.6	57.6	I-6	3.75 x 3.90	4.2/258	2V	9.2:1	112 @ 3,000	210 @ 2,000	22.0	14.0	5.0	2.73	4	15	35.5
OPTIONAL ENGINES: Premier V-6										V-6	3.66 x 2.87	3.0/182	MFI	9.3:1	150 @ 5,000	171 @ 3,750							
FORD—EXP Luxury Coupe	94.2	168.4	65.9	51.0	2,340	36.5	41.9	54.7	56.0	L-4	3.23 x 3.46	1.9/113.5	EFI	9.0:1	90 @ 4,600	106 @ 3,400	13.0	7.9	4.0	3.52	F	14	35.7
Escort 2-dr.	94.2	166.9	65.9	53.7	2,258	38.1	41.5	54.7	56.0	L-4	3.23 x 3.46	1.9/113.5	EFI	9.0:1	90 @ 4,600	106 @ 3,400	13.0	7.9	4.0	2.85	F	13	35.7
Escort 4-dr.	94.2	166.9	65.9	53.5	2,296	38.1	41.5	54.7	56.0	L-4	3.23 x 3.46	1.9/113.5	EFI	9.0:1	90 @ 4,600	106 @ 3,400	13.0	7.9	4.0	3.52	F	13	35.7
Escort Wagon	94.2	168.0	65.9	53.4	2,307	38.1	41.5	54.7	56.0	L-4	3.23 x 3.46	1.9/113.5	EFI	9.0:1	90 @ 4,600	106 @ 3,400	13.0	7.9	4.0	3.52	F	13	35.7
Probe GT 2-dr.	99.0	177.0	68.5	51.8	2,870	37.3	42.5	57.3	57.7	L-4	3.39 x 3.70	2.2/133	EFI	7.8:1	145 @ 4,300	190 @ 3,500	15.1	6.6	4.9	4.10	F	14.0	34.1
Tempo 2-dr.	99.9	176.5	68.3	52.7	2,536	37.5	41.5	54.9	57.6	L-4	3.7 x 3.3	2.3/141	MFI	9.0:1	98 @ 4,400	124 @ 2,200	15.4	8.1	5.0	3.16	F	14	36.5
Tempo 4-dr.	99.9	177.0	66.8	52.8	2,585	37.5	41.5	54.9	57.6	L-4	3.7 x 3.3	2.3/141	MFI	9.0:1	98 @ 4,400	124 @ 2,200	15.4	8.1	5.0	3.16	F	14	36.5
Mustang 2-dr.	100.5	179.6	69.1	52.1	2,751	37.0	41.7	56.6	57.0	L-4	3.78 x 3.12	2.3/140	MFI	9.5:1	90 @ 3,800	130 @ 2,800	15.4	8.6	5.0	3.45	R	14	37.4
Mustang 2-dr. Hatchback	100.5	179.6	69.1	52.1	2,818	37.0	41.7	56.6	57.0	L-4	3.78 x 3.12	2.3/140	MFI	9.5:1	90 @ 3,800	130 @ 2,800	15.4	8.6	5.0	3.45	R	14	37.4
Mustang Convertible	100.5	179.6	69.1	51.9	2,953	37.6	41.7	56.6	57.0	L-4	3.78 x 3.12	2.3/140	MFI	9.5:1	90 @ 3,800	130 @ 2,800	15.4	8.6	5.0	3.45	R	14	37.4
Thunderbird	104.2	202.1	71.1	53.4	3,215	37.7	42.0	58.1	58.5	V-6	3.8 x 3.4	3.8/232	MFI	9.0:1	140 @ 3,800	215 @ 2,400	22.1	10.7	5.0	3.08	R	14	41.2
Taurus 4-dr.	106.0	188.4	70.8	54.3	2,987	38.3	41.7	61.6	60.5	L-4	3.7 x 3.6	2.5/153	EFI	9.0:1	90 @ 4,400	130 @ 2,600	16.0	8.5	4.5	3.26	F	14	38.1
Taurus Wagon	106.0	191.9	70.8	55.1	3,182	38.6	41.7	61.6	59.9	V-6	3.5 x 3.1	3.0/182	MFI	9.3:1	140 @ 4,800	160 @ 3,000	16.0	10.0	4.5	3.37	F	14	38.1
LTD Crown Victoria 4-dr.	114.3	211.0	77.5	55.5	3,779	37.9	43.5	62.2	62.0	V-8	4.0 x 3.0	5.0/302	SFI	8.9:1	150 @ 3,200	270 @ 2,000	18.0	14.4	5.0	2.73	R	15	39.1
Crown Victoria Wagon	114.3	216.0	79.3	57.0	3,991	38.8	43.5	62.2	62.0	V-8	4.0 x 3.0	5.0/302	SFI	8.9:1	150 @ 3,200	270 @ 2,000	18.0	14.4	5.0	2.73	R	15	39.1
OPTIONAL ENGINES: Escort GT										L-4	3.23 x 3.46	1.9/113.5	MFI	9.0:1	110 @ 5,400	115 @ 4,200							
Mustang GT (HO)										V-8	4.0 x 3.0	5.0/302	SFI	9.5:1	225 @ 4,200	300 @ 3,200							
Tempo (HSO) all-wheel-drive										L-4	3.7 x 3.3	2.3/141	MFI	9.0:1	100 @ 4,400	130 @ 2,600							
Taurus										V-6	3.8 x 3.4	3.8/232	SFI	9.0:1	140 @ 3,800	215 @ 2,200							
Thunderbird Sport										V-8	4.0 x 3.0	5.0/302	SFI	8.9:1	155 @ 3,400	265 @ 2,200							
Thunderbird Turbo Coupe										L-4	3.78 x 3.12	2.3/140	MFI	8.0:1	190 @ 4,600	240 @ 3,400							
HONDA—Civic 4-dr.	98.4	166.5	65.9	53.5	2,136	38.5	43.1	57.1	57.3	I-4	2.95 x 3.33	1.5/91	EFI	9.2:1	92 @ 6,000	89 @ 3,500	11.9	5.4	3.7	4.25	F	13	31.5
Accord 4-dr.	102.4	179.7	67.4	53.4	2,579	38.7	42.8	58.3	58.1	I-4	3.25 x 3.58	2.0/119	2V	9.1:1	98 @ 5,500	109 @ 3,500	15.9	6.6	4.2	3.87	F	13	34.8
Accord LXi 4-dr.	102.4	179.7	67.4	53.4	2,668	37.3	42.8	58.3	58.1	I-4	3.25 x 3.58	2.0/119	EFI	9.3:1	120 @ 5,800	122 @ 4,000	15.9	6.8	4.2	4.07	F	14	34.8
LINCOLN—Mark VII LSC	108.5	202.8	70.9	54.2	3,772	37.8	42.0	58.4	59.0	V-8	4.0 x 3.0	5.0/302	SFI	9.2:1	225 @ 4,000	300 @ 3,200	22.1	14.1	5.0	3.27	R	16	40.1
Continental	109.0	205.1	72.7	55.6	3,628	38.7	41.7	62.3	61.1	V-6	3.8 x 3.4	3.8/232	EFI	9.0:1	140 @ 3,800	215 @ 2,200	18.6	12.1	4.5	3.19	F	15	38.0
Town Car	117.3	219.0	78.1	55.9	4,093	39.0	43.5	62.2	62.0	V-8	4.0 x 3.0	5.0/302	SFI	8.9:1	150 @ 3,200	270 @ 2,000	18.0	13.3	5.0	3.08	R	15	40.0
MAZDA—MX-6	99.0	177.0	66.5	53.5	2,535	38.4	43.6	57.3	57.7	I-4	3.4 x 3.7	2.2/133.2	EFI	8.6:1	110 @ 4,700	130 @ 3,000	15.9	8.0	4.8	4.11	F	14	35.3
OPTIONAL ENGINES: MX-6 GT (turbo)										I-4	3.4 x 3.7	2.2/133.2	EFI	7.8:1	145 @ 4,300	190 @ 3,500							
MERCURY—Topaz 2-dr.	99.9	176.7	68.3	52.7	2,503	37.5	41.5	54.9	57.6	L-4	3.7 x 3.3	2.3/141	MFI	9.0:1	98 @ 4,400	124 @ 2,200	15.4	8.1	5.0	3.16	F	14	36.5
Topaz 4-dr.	99.9	177.0	66.8	52.8	2,557	37.5	41.5	54.9	57.6	L-4	3.7 x 3.3	2.3/141	MFI	9.0:1	98 @ 4,400	124 @ 2,200	15.4	8.1	5.0	3.16	F	14	36.5
Cougar	104.2	200.8	71.1	53.8	3,237	37.7	42.0	58.1	58.5	V-6	3.8 x 3.4	3.8/232	MFI	9.0:1	140 @ 3,800	215 @ 2,400	22.1	10.7	5.0	3.08	R	14	41.2
Sable 4-dr.	106.0	190.9	70.8	54.3	3,097	38.3	41.7	61.6	60.5	V-6	3.5 x 3.1	3.0/182	MFI	9.3:1	140 @ 4,800	160 @ 3,000	16.0	10.0	4.5	3.37	F	14	38.1
Sable Wagon	106.0	191.9	70.8	55.1	3,208	38.6	41.7	61.6	59.9	V-6	3.5 x 3.1	3.0/182	MFI	9.3:1	140 @ 4,800	160 @ 3,000	16.0	10.0	4.5	3.37	F	14	38.1
Grand Marquis	114.3	213.5	77.5	55.4	3,828	37.9	43.5	62.2	62.0	V-8	4.0 x 3.0	5.0/302	SFI	8.9:1	150 @ 3,200	270 @ 2,000	18.0	14.4	5.0	2.73	R	15	39.1
Grand Marquis Wagon	114.3	218.3	79.3	57.0	4,019	38.8	43.5	62.2	62.0	V-8	4.0 x 3.0	5.0/302	SFI	8.9:1	150 @ 3,200	270 @ 2,000	18.0	14.4	5.0	2.73	R	15	39.1
OPTIONAL ENGINES: Topaz (HSO)										L-4	3.7 x 3.3	2.3/141	MFI	9.0:1	100 @ 4,400	130 @ 2,600							
Sable										V-6	3.8 x 3.4	3.8/232	SFI	9.0:1	140 @ 3,800	215 @ 2,200							
Cougar										V-8	4.0 x 3.0	5.0/302	SFI	8.9:1	155 @ 3,400	265 @ 2,200							
NISSAN—Sentra 2-dr.	95.7	168.7	64.6	54.3	2,156	38.2	41.8	56.3	56.3	I-4	3.0 x 3.5	1.6/97.5	EFI	9.4:1	69 @ 5,000	94 @ 2,800	13.2	6.3	4.2	3.90	F	13	30.2
Sentra 4-dr.	95.7	168.7	64.6	54.3	2,208	38.2	41.8	56.3	56.3	I-4	3.0 x 3.5	1.6/97.5	EFI	9.4:1	69 @ 5,000	94 @ 2,800	13.2	6.3	4.2	3.90	F	13	30.2
NUMMI—Corolla FX	95.7	160.0	65.2	52.8	2,141	38.3	42.4	56.5	55.7	L-4	3.19 x 3.03	1.6/98	2V	9.0:1	72 @ 5,200	86 @ 2,800	13.2	6.3	4.0	4.31	F	13	30.8
Nova	95.7	166.3	64.4	52.8	2,211	37.9	42.4	56.1	55.3	L-4	3.19 x 3.03	1.6/98	2V	9.0:1	72 @ 5,200	86 @ 2,800	13.2	6.3	4.0	3.72	F	13	30.8

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qt.)	Crankcase w/filter (qt.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
OPTIONAL ENGINES—Corolla FX-16										L-4	3.19 x 3.03	1.6/98	EFI	9.4:1	110 @ 6,600	98 @ 4,800							
Nova Twin Cam										L-4	3.19 x 3.03	1.6/98	EFI	9.4:1	110 @ 6,600	98 @ 4,800							
OLDSMOBILE—Firenza 2-dr.	101.2	174.3	65.0	51.7	2,327	37.7	42.2	55.4	55.2	L-4	3.50 x 3.15	2.0/122	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	7.8	5.0	3.45	F	13	34.4
Firenza 4-dr.	101.2	176.2	65.0	53.7	2,381	37.7	42.2	55.4	55.2	L-4	3.50 x 3.15	2.0/122	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	7.8	5.0	3.45	F	13	34.4
Firenza Cruiser	101.2	175.7	65.0	55.2	2,438	38.1	42.2	55.4	55.2	L-4	3.50 x 3.15	2.0/122	EFI	9.0:1	90 @ 5,600	108 @ 3,200	13.6	7.8	5.0	3.45	F	13	34.4
Cutlass Calais 2-dr.	103.4	178.6	66.9	52.3	2,470	37.7	42.9	55.5	55.2	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	13.6	7.8	5.0	3.35	F	13	35.4
Cutlass Calais 4-dr.	103.4	178.8	66.9	52.3	2,539	37.7	42.9	55.5	55.2	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	13.6	7.8	5.0	3.35	F	13	35.4
Cutlass Ciera 2-dr.	104.9	190.3	69.5	54.1	2,769	38.6	42.1	58.7	57.0	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	9.9	5.0	2.84	F	14	38.1
Cutlass Ciera 4-dr.	104.9	190.3	69.5	54.1	2,733	38.6	42.1	58.7	57.0	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	9.9	5.0	2.84	F	14	38.1
Cutlass Cruiser Wagon	104.9	194.4	69.5	54.5	2,899	38.6	42.1	58.7	57.0	L-4	4.0 x 3.0	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	9.9	5.0	2.84	F	14	38.1
Cutlass Supreme	107.5	192.1	71.0	52.8	2,958	37.8	42.3	59.5	58.0	V-6	3.5 x 3.0	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600	16.6	11.3	5.0	3.33	F	14	38.9
Toronado	108.0	187.5	70.8	53.0	3,364	37.8	42.7	60.0	60.0	V-6	3.8 x 3.4	3.8/231	SFI	8.5:1	165 @ 5,200	210 @ 2,000	18.0	12.0	5.0	2.73	F	14	39.0
Cutlass Supreme Classic	108.1	200.0	71.6	54.9	3,180	38.1	42.8	58.5	57.7	V-8	3.8 x 3.3	5.0/307	4V	7.9:1	140 @ 3,200	255 @ 2,000	18.0	16.4	6.0	2.14	R	14	38.2
Delta 88 2-dr.	110.8	196.3	72.4	54.7	3,194	38.1	42.4	60.3	59.8	V-6	3.8 x 3.4	3.8/231	SFI	8.5:1	150 @ 4,400	200 @ 2,000	18.0	12.6	5.0	2.73	F	14	39.4
Delta 88 4-dr.	110.8	196.3	72.4	55.5	3,243	38.9	42.4	60.3	59.8	V-6	3.8 x 3.4	3.8/231	SFI	8.5:1	150 @ 4,400	200 @ 2,000	18.0	12.6	5.0	2.73	F	14	39.4
98 Regency Brougham 4-dr.	110.8	196.3	72.4	55.1	3,334	39.3	42.4	60.3	59.8	V-6	3.8 x 4.4	3.8/231	SFI	8.5:1	165 @ 5,200	215 @ 2,000	18.0	11.7	5.0	2.73	F	14	39.4
Custom Cruiser Wagon	116.0	220.3	79.8	58.5	4,136	39.6	42.2	62.1	64.1	V-8	3.8 x 3.4	5.0/307	4V	7.9:1	140 @ 3,200	255 @ 2,000	22.0	14.9	5.0	2.73	R	15	39.2
OPTIONAL ENGINES: Firenza										L-4	3.38 x 3.38	2.0/122	EFI	8.8:1	96 @ 4,800	118 @ 3,600							
Cutlass Calais										L-4	3.62 x 3.35	2.3/138	MFI	9.5:1	150 @ 5,200	160 @ 4,000							
Cutlass Calais										V-6	3.80 x 2.66	3.0/181	MFI	9.0:1	125 @ 4,900	150 @ 2,400							
Cutlass Ciera, Cutlass Cruiser Wagon										V-6	3.8 x 3.4	3.8/231	SFI	8.5:1	150 @ 4,400	200 @ 2,000							
Cutlass Ciera, Cutlass Cruiser Wagon										V-6	3.5 x 2.9	2.8/173	MFI	8.9:1	125 @ 4,500	160 @ 3,600							
Delta 88										V-6	3.8 x 3.4	3.8/231	SFI	8.5:1	165 @ 5,200	215 @ 2,000							
PLYMOUTH—Sundance	97.0	171.7	67.3	52.7	2,513	38.3	41.6	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	100 @ 5,200	133 @ 3,200	14.0	9.0	5.0	2.51	F	13	33.9
Horizon America 4-dr.	99.1	163.2	66.8	53.0	2,259	38.1	42.1	56.1	55.7	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	2.55	F	13	38.1
Reliant America 2-dr.	100.3	178.6	66.0	52.5	2,404	38.2	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	2.51	F	13	35.2
Reliant America 4-dr.	100.3	178.6	66.0	52.9	2,408	38.6	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	2.51	F	13	35.2
Reliant America Wagon	100.4	178.5	66.0	53.2	2,506	38.6	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	2.51	F	14	35.2
Caravelle	103.3	185.1	68.0	53.1	2,533	38.6	42.2	57.6	57.2	L-4	3.44 x 3.62	2.2/135	EFI	9.5:1	93 @ 4,800	122 @ 3,200	14.0	9.0	5.0	3.02	F	14	36.2
Gran Fury	112.7	204.6	74.2	56.1	3,588	39.3	42.5	60.0	59.5	V-8	3.91 x 3.31	5.2/318	2V	9.1:1	140 @ 3,600	265 @ 2,000	18.0	15.5	4.0	2.26	R	15	40.7
OPTIONAL ENGINES: Sundance, Reliant										L-4	3.44 x 4.09	2.5/153	EFI	8.9:1	96 @ 4,400	133 @ 2,800							
Sundance, Caravelle (turbos)										L-4	3.44 x 3.62	2.2/135	MFI	8.0:1	146 @ 5,200	170 @ 2,400							
PONTIAC—Fiero Coupe	93.4	163.1	69.0	46.9	2,602	37.0	43.5	59.3	59.4	L-4	4.00 x 3.00	2.5/151	EFI	8.3:1	98 @ 4,800	135 @ 3,200	11.9	13.8	4.0	3.35	R	14	33.5
Fiero GT	93.4	165.1	69.0	46.9	2,790	37.0	43.5	59.7	60.1	V-6	3.50 x 2.99	2.8/173	MFI	8.9:1	135 @ 4,500	105 @ 3,600	11.9	13.8	5.0	3.61	R	14	33.5
Firebird	101.0	188.1	72.4	50.0	3,097	37.0	43.0	60.7	61.6	V-6	3.50 x 2.99	2.8/173	MFI	8.5:1	135 @ 4,900	160 @ 3,900	15.5	13.0	5.0	3.42	R	15	32.6
Firebird Formula	101.0	188.1	72.4	50.0	3,296	37.0	43.0	60.7	61.6	V-8	3.74 x 3.48	5.0/305	TBI	9.3:1	170 @ 4,000	255 @ 2,400	15.5	17.7	6.0	3.08	R	16	32.6
Firebird Trans Am	101.0	191.6	72.4	50.0	3,309	37.0	43.0	60.7	61.6	V-8	3.74 x 3.48	5.0/305	TBI	9.3:1	170 @ 4,000	255 @ 2,400	15.5	17.7	6.0	3.08	R	15	32.6
Firebird Trans Am GTA	101.0	191.6	72.4	50.0	3,406	37.0	43.0	60.7	61.6	V-8	4.00 x 3.48	5.7/350	TPI	9.3:1	225 @ 4,400	330 @ 3,200	15.5	17.7	6.0	3.08	R	16	32.6
Sunbird Coupe	101.2	178.2	65.0	50.4	2,394	37.7	42.2	55.6	55.2	L-4	3.39 x 3.39	2.0/121	EFI	8.8:1	96 @ 4,800	118 @ 3,600	13.6	7.8	4.7	3.45	F	13	34.3
Sunbird Sedan	101.2	181.7	65.0	50.4	2,367	37.7	42.2	55.6	55.2	L-4	3.39 x 3.39	2.0/121	EFI	8.8:1	96 @ 4,800	118 @ 3,600	13.6	7.8	4.7	3.45	F	13	34.3
Sunbird Wagon	101.2	175.9	66.3	54.1	2,394	38.3	42.2	55.6	55.2	L-4	3.39 x 3.39	2.0/121	EFI	8.8:1	96 @ 4,800	118 @ 3,600	13.6	7.8	4.7	3.45	F	13	34.3
Sunbird Convertible (turbo)	101.2	178.2	65.0	52.6	2,577	37.4	31.1	55.6	55.2	L-4	3.39 x 3.39	2.0/121	MFI	8.0:1	165 @ 5,600	175 @ 4,000	13.6	7.8	4.7	3.61	F	13	34.3
Grand Am 2-dr.	103.4	177.5	66.5	52.5	2,493	37.7	42.9	55.6	55.2	L-4	4.00 x 3.00	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	13.6	7.8	4.0	3.35	F	13	37.8
Grand Am 4-dr.	103.4	177.5	66.5	52.5	2,565	37.7	42.9	55.6	55.2	L-4	4.00 x 3.00	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	13.6	7.8	4.0	3.35	F	13	37.8
Grand Am SE (turbo)	103.4	177.5	66.5	52.5	2,565	37.7	42.9	55.6	55.2	L-4	3.39 x 3.39	2.0/121	MFI	8.0:1	165 @ 5,600	175 @ 4,000	13.6	7.8	4.7	3.61	F	14	37.8
6000 4-dr.	104.9	188.8	72.0	53.7	2,755	38.6	42.1	58.7	57.0	L-4	4.00 x 3.00	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	9.8	4.0	2.84	F	14	37.0
6000 LE 4-dr.	104.9	188.8	72.0	53.7	2,824	38.6	42.1	58.7	57.0	L-4	4.00 x 3.00	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	9.8	4.0	2.84	F	14	37.0
6000 STE 4-dr.	104.9	188.8	72.0	53.7	3,101	38.6	42.1	58.7	57.0	V-6	3.50 x 2.99	2.8/173	MFI	8.8:1	125 @ 4,500	160 @ 3,600	15.7	9.8	5.0	3.33	F	15	37.0
6000 STE AWD	104.9	188.8	72.0	53.7	3,367	38.6	42.1	58.7	57.0	V-6	3.50 x 1.32	3.1/232	MFI	3:1:0	138 @ 4,800	183 @ 3,600	15.7	9.8	5.0	3.33	4	15	37.0
6000 Wagon	104.9	193.2	72.0	54.1	3,162	38.6	42.1	58.7	57.0	L-4	4.00 x 3.00	2.5/151	EFI	9.0:1	98 @ 4,800	135 @ 3,200	15.7	9.8	4.0	3.33	F	14	37.0
Grand Prix	107.6	194.1	71.0	53.3	3,038	37.8	42.3	59.5	58.0	V-6	3.50 x 2.99	2.8/173	MFI	8.8:1	130 @ 4,800	160 @ 3,600	16.6	15.0	5.0	3.33	F	14	39.2
Bonneville LE 4-dr.	110.8	198.7	72.4	55.5	3,275	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	MFI	8.5:1	150 @ 4,400	200 @ 2,000	18.0	12.6	5.0	2.73	F	14	41.0
Bonneville SE 4-dr.	110.8	198.7	72.4	55.5	3,341	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	MFI	8.5:1	165 @ 5,200	210 @ 2,000	18.0	11.7	5.0	2.97	F	15	41.0
Bonneville SSE 4-dr.	110.8	198.7	72.4	54.7	3,327	38.9	42.4	60.3	59.8	V-6	3.80 x 3.40	3.8/231	MFI	8.5:1	165 @ 5,200	210 @ 2,000	18.0	11.7	5.0	2.73	F	16	41.0
Safari Wagon	116.0	215.1	79.3	57.4	4,182	39.6	42.2	62.0	64.1	V-8	3.80 x 3.39	5.0/305	4V	8.0:1	140 @ 3,200	255 @ 2,000	22.0	15.6	6.0	2.93	R	15	39.7
OPTIONAL ENGINES: Fiero Formula										V-6	3.50 x 2.99	2.8/173	MFI	8.9:1	135 @ 4,500	105 @ 3,600							
Sunbird SE 2-dr., 4-dr. (turbos); Grand Am LE (turbo)										L-4	3.39 x 3.39	2.0/121	MFI	8.0:1	165 @ 5,600	175 @ 4,000							
Grand Am, Grand Am LE, Grand Am SE										L-4	3.62 x 3.35	2.3/138	MFI	9.5:1	150 @ 5,200	160 @ 4,400							
6000, 6000 LE										V-6	3.50 x 2.99	2.8/173	MFI	8.8:1	125 @ 4,500	160 @ 3,600							
Firebird										V-8	3.74 x 3.48	5.0/305	TBI	9.3:1	170 @ 4,000	255 @ 2,400							
Firebird Formula, Firebird Trans Am, Firebird Trans Am GTA										V-8	3.74 x 3.48	5.0/305	TPI	9.3:1	190 @ 4,000	295 @ 2,800							
Firebird Formula, Firebird Trans Am										V-8	4.00 x 3.48	5.7/350	TPI	9.3:1	225 @ 4,400	330 @ 3,200							
VOLKSWAGEN—Golf 2-dr.	97.3	158.0	66.1	55.7	2,194	38.1	N.A.	56.3	56.0	L-4	3.19 x 3.40	1.8/109	EFI	10.0:1	100 @ 5,400	107 @ 3,400	14.5	7.3	4.3	3.67	F	13	34.4
Golf GT 2-dr.	97.3	158.0	66.1	55.7	2,212	38.1	N.A.	56.3	56.0	L-4	3.19 x 3.40	1.8/109	EFI	10.0:1	105 @ 5,400	110 @ 3,400	14.5	7.3	4.3	3.67	F	13	34.4
Golf GTI 16V (2-dr. only)	97.3	158.0	66.1	55.7	2,267	38.1	N.A.	56.3	56.0	L-4	3.19 x 3.40	1.8/109	EFI	10.0:1	123 @ 5,400	120 @ 3,400	14.5	7.3	4.3	3.67	F	14	34.4
Jetta 2-dr.	97.3	171.7	65.5	55.7	2,305	39.5	N.A.	56.3	56.0	L-4	3.19 x 3.40	1.8/109	EFI	10.0:1	100 @ 5,400	107 @ 3,400	14.5	7.3	4.3	3.67	F	13	34.4

NOTE: This table has been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to ensure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

List of Abbreviations:
HSO—High Specific Output.
FI—Fuel Injection.
HO—High Output.
N.A.—Not Available.

1988-model domestic car body family designations

There are significant additions and revisions to the body-family — or "platform" — designations of General Motors, Ford Motor Co. and Chrysler Motors Corp. passenger car lines in the 1988 model year (see charts).

GM added a new W-body designation which includes the corporation's new front-wheel-drive intermediate-size cars — Pontiac Grand Prix, Cutlass Supreme and Buick Regal.

The subcompact-sized Pontiac LeMans, built in South Korea by GM affiliate Daewoo Motor Co. Ltd., adopted the T-body designation that formerly was associated with the Chevrolet Chevette and Pontiac 1000, which have been discontinued.

Buick Motor Division's new sporty Buick Reatta two-seater coupe, which is built on the same platform as the Buick Riviera, joined the ranks of GM E-body cars, whose other members include the front-wheel-drive personal luxury Oldsmobile Toronado and Cadillac Eldorado.

Ford Motor Co. has been moving away from labeling its platforms, and is instead referring to its passenger-car programs by specific code designations.

For example: While they share the same platform, Lincoln Continental is known as the FN9 while Ford Taurus/Mercury Sable is codenamed the DN5.

Also, although the imported Mercury Tracer shares the same platform as the Mazda 323, produced by Ford's Japanese affiliate, Mazda Motor Corp., the Tracer has its own CT18 designation.

Another newcomer for the '88 model season is the BT17 designation of the Ford Festiva.

Chrysler Motors introduced a new C-body platform in the '88 model year, comprised of Dodge Dynasty, Chrysler New Yorker and Chrysler New Yorker Landau, and added the L58 Eagle Premier platform as a result of its acquisition of American Motors.

In all, the domestic Big Three automakers have a combined total of 42 platform designations in the '88 model year — 20 at General Motors, 12 at Chrysler Motors and 10 at Ford Motor Co. ■

CHRYSLER MOTORS CORP.

	Plymouth	Dodge	Chrysler	Eagle
C	—	Dynasty	New Yorker, New Yorker Landau	—
CV	—	—	LeBaron 4-dr., Town & Country Wagon	—
E	Caravelle	600	New Yorker Turbo*	—
G	—	Daytona, Daytona Pacifica, Daytona Shelby Z	—	—
H	—	Lancer	LeBaron GTS	—
J	—	—	LeBaron Coupe & Convertible	—
K	Reliant America	Aries America	—	—
L	Horizon America	Omni America	—	—
L58	—	—	—	Premier
M	Gran Fury	Diplomat	Fifth Avenue	—
P	Sundance	Shadow	—	—
S	Voyager, Grand Voyager	Caravan, Grand Caravan	—	—

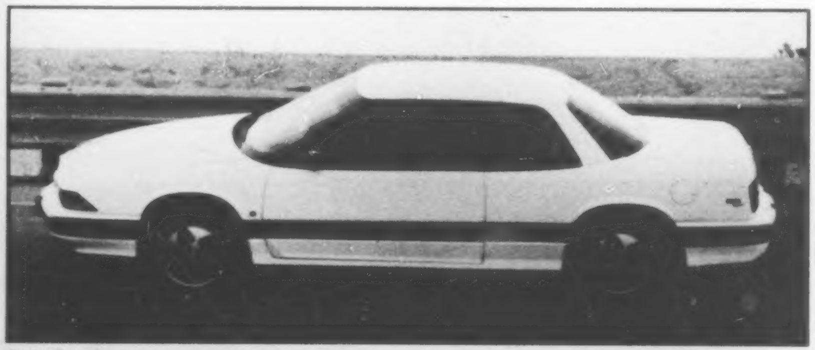
Note: *—Ceased production on Sept. 11, 1987.

FORD MOTOR CO.

	Ford	Mercury	Lincoln
BT17	Festiva	—	—
CT18	—	Tracer	—
DN5	Taurus	Sable	—
Erika	Escort, Escort EXP	—	—
FN9	—	—	Continental
Fox	Mustang	—	—
LS	—	—	Mark VII
Panther	LTD Crown Victoria, Country Squire Wagon	Grand Marquis, Colony Park Wagon	Town Car
S	Thunderbird	Cougar	—
Topaz	Tempo	Topaz	—

GENERAL MOTORS CORP.

	Chevrolet	Pontiac	Oldsmobile	Buick	Cadillac
A	Celebrity	6000	Cutlass Ciera	Century	—
B	Caprice, Caprice Wagon	Parisienne Wagon, Safari Wagon	Custom Cruiser Wagon	Electra Estate Wagon, LeSabre Estate Wagon	—
C	—	—	Ninety-Eight Regency, Touring Sedan	Electra	DeVille, Fleetwood d'Elegance, Fleetwood Sixty Special
D	—	—	—	—	Brougham
E	—	—	Toronado, Trofeo	Riviera, Reatta	Eldorado
F	Camaro	Firebird	—	—	—
G	Monte Carlo	—	Cutlass Supreme Classic	—	—
H	—	Bonneville	Delta 88 Royale	LeSabre	—
J	Cavalier	Sunbird	Firenza	Skyhawk	Cimarron
K	—	—	—	—	Seville
L	Corsica, Beretta	—	—	—	—
M	Sprint	—	—	—	—
N	—	Grand Am	Cutlass Calais	Skylark	—
P	—	Fiero	—	—	—
R	Spectrum	—	—	—	—
S	Nova	—	—	—	—
T	—	LeMans	—	—	—
V	—	—	—	—	Allante
W	—	Grand Prix	Cutlass Supreme	Regal	—
Y	Corvette	—	—	—	—



Buick Regal

Mercury Sable

Chrysler New Yorker Landau

Ford Festiva

Pontiac LeMans

PRODUCTS/SPECIFICATIONS

1988-model import-car specifications

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
ACURA Integra 3-dr.	96.5	168.7	65.6	50.8	2,313	38.0	41.3	55.9	56.5	L-4	2.95 x 3.54	1.6/97	FI	9.5	118@6,500	103@5,500	13.2	5.9	4.5	4.21	F	14	33.5
Integra 5-dr.	99.2	171.5	65.6	50.8	2,390	38.0	41.3	55.9	56.5	L-4	2.95 x 3.54	1.6/97	FI	9.5	118@6,500	103@5,500	13.2	5.9	4.5	4.21	F	14	34.1
Legend Coupe	106.5	188.0	68.7	53.9	3,100	37.2	42.9	59.1	59.1	V-6	3.42 x 2.95	2.7/163.2	SFI	9.0	161@5,900	162@4,500	18.0	9.3	6.0	4.20	F	15	36.5
Legend Sedan	108.7	189.4	68.3	54.7	3,100	38.7	42.7	59.1	57.5	V-6	3.42 x 2.95	2.7/163.2	SFI	9.0	161@5,900	162@4,500	18.0	9.3	6.0	4.27	F	15	36.5
ALFA ROMEO Spider	88.6	168.8	64.1	48.8	2,548	33.9	29.5	52.1	50.1	4	3.36 x 3.34	2.0/119.6	FI	9.0	115@5,500	119@2,750	12.2	8.0	7.0	4.11	R	14	34.5
Milano Gold & Platinum	98.8	170.5	64.2	53.1	2,707	38.2	37.2	54.3	54.1	V-6	3.52 x 2.73	2.5/152.0	FI	9.0	154@5,500	152@3,200	17.6	10.6	7.6	4.11	R	15	32.8
Milano Verde	98.8	170.5	64.2	53.1	2,907	38.2	37.2	54.3	54.1	V-6	3.72 x 2.90	3.0/182.4	FI	9.0	183@5,800	181@3,000	17.6	10.6	7.6	3.55	R	15	33.1
ASTON MARTIN Vantage	102.0	189.5	72.0	52.3	4,009	N.A.	N.A.	59.0	59.0	V-8	N.A.	5.3/326	4x2V	8.3	N.A.	N.A.	27.5	19.2	12.0	3.54	R	16	38.0
V-8 Coupe	102.8	189.5	72.0	52.3	4,009	N.A.	N.A.	59.0	59.0	V-8	N.A.	5.3/326	FI	N.A.	N.A.	N.A.	27.5	19.2	12.0	3.54	R	15	38.0
Volante	102.8	189.5	72.0	52.3	4,009	N.A.	N.A.	59.0	59.0	V-8	N.A.	5.3/326	FI	N.A.	N.A.	N.A.	25.8	19.2	12.0	3.54	R	15	38.0
Lagonda	115.0	207.9	70.5	51.2	4,622	N.A.	N.A.	N.A.	N.A.	V-8	N.A.	5.3/326	FI	N.A.	N.A.	N.A.	27.6	N.A.	N.A.	3.05	R	15	38.0
AUDI 80 Quattro	99.9	176.3	66.7	54.8	2,904	37.8	42.2	55.6	56.3	L-5	3.25 x 3.40	2.3/141	EFI	10.0	130@5,700	140@4,500	18.5	8.5	3.7	4.11	4	14	33.8
90 Quattro	99.9	176.3	66.7	54.8	2,948	37.8	42.2	55.6	56.3	L-5	3.25 x 3.40	2.3/141	EFI	10.0	130@5,700	140@4,500	18.5	7.4	3.7	4.11	4	14	33.8
80	100.2	176.3	66.7	55.0	2,568	37.8	42.2	55.6	56.3	L-4	3.25 x 3.65	2.0/121	EFI	10.5	108@5,300	121@3,200	18.0	7.4	3.2	4.11	F	14	33.8
90	100.2	176.3	66.7	54.8	2,732	37.8	42.2	55.6	56.3	L-5	3.25 x 3.40	2.3/141	EFI	10.0	130@5,700	140@4,500	18.0	8.5	3.7	3.70	F	14	33.8
5000S	105.8	192.7	71.4	55.5	2,844	37.9	41.1	57.8	57.8	L-5	3.25 x 3.40	2.3/141	EFI	10.0	130@5,600	140@4,000	21.1	8.5	5.3	3.89	F	14	34.2
5000S Wagon	105.8	192.7	71.4	55.7	2,954	37.9	41.1	57.8	57.8	L-5	3.25 x 3.40	2.3/141	EFI	10.0	130@5,600	140@4,000	21.1	8.5	5.3	3.89	F	14	34.2
5000S Quattro	105.8	192.7	71.4	55.9	3,307	37.6	41.1	57.8	58.7	L-5	3.25 x 3.40	2.3/141	EFI	10.0	130@5,600	140@4,000	21.1	8.5	5.3	4.11	4	15	34.2
5000CS Turbo	105.8	192.7	71.4	55.9	3,086	37.9	41.1	57.8	57.8	L-5	3.19 x 3.40	2.2/136	EFI	7.8	162@5,500	177@3,000	21.1	8.5	5.3	3.89	F	15	34.2
5000CS Turbo Quattro	105.8	192.7	71.4	55.9	3,439	37.6	41.1	57.8	58.7	L-5	3.19 x 3.40	2.2/136	EFI	7.8	162@5,500	177@3,000	21.1	8.5	5.3	3.89	4	15	34.2
5000CS Turbo Quattro Wagon	105.8	192.7	71.4	55.9	3,351	37.6	41.1	57.8	58.7	L-5	3.19 x 3.40	2.2/136	EFI	7.8	162@5,500	177@3,000	21.1	8.5	5.3	3.89	4	15	34.2
AUSTIN ROVER Sterling 825S	108.6	188.8	68.1	54.8	3,164	37.8	41.2	58.8	57.1	V-6	3.31 x 2.95	2.5/152.2	FI	9.0	151@5,800	154@4,500	18.0	10.6	4.8	4.20	F	15	36.5
827	108.6	188.8	68.1	54.8	3,250	37.8	41.2	58.8	57.1	V-6	3.43 x 2.95	2.7/163	FI	9.0	160@5,900	162@4,500	18.0	10.6	4.8	4.20	F	15	36.5
BERTONE X1/9	86.7	156.3	61.8	46.8	2,210	N.A.	N.A.	53.3	53.6	4	3.45 x 2.56	1.5/91.4	FI	8.5	75@5,500	79@3,000	12.2	11.6	4.50	4.07	R	13	32.2
BMW 325	101.2	172.2	64.8	54.3	2,765	37.7	39.6	55.4	55.7	I-6	3.31 x 3.19	2.7/164	FI	8.5	127@4,800	170@3,200	16.4	12.7	4.6	2.93	R	14	34.4
325ix (4wd)	101.2	175.2	65.4	55.1	3,010	37.7	39.6	55.9	55.7	I-6	3.31 x 2.95	2.5/152	FI	8.8	168@5,800	164@4,300	16.4	11.6	4.6	3.91	4	15	36.4
325i/325is	101.2	175.2	64.8	54.3	2,895	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5/152	FI	8.8	168@5,800	164@4,300	16.4	11.6	4.6	3.73	R	14	34.4
325i Convertible	101.2	175.6	64.8	53.9	3,055	37.7	39.6	55.4	55.7	I-6	3.31 x 2.95	2.5/152	FI	8.8	168@5,800	164@4,300	16.4	11.6	4.6	3.73	R	14	34.4
M-3	101.3	171.1	66.1	53.9	2,735	37.7	39.6	55.6	56.1	I-4	3.68 x 3.31	2.3/140	FI	10.5	192@6,750	170@4,750	14.5	11.6	4.6	3.91	R	15	34.4
528e	103.3	189.0	66.9	55.7	3,100	38.2	41.7	56.3	57.5	I-6	3.31 x 3.19	2.7/164	FI	8.5	127@4,800	170@3,200	16.6	11.6	4.2	3.25	R	14	36.4
535i/535is	103.3	189.0	66.9	55.7	3,270	38.2	41.7	56.3	57.5	I-6	3.62 x 3.39	3.4/209	FI	8.0	182@5,400	214@4,000	16.6	12.7	5.3	3.15	R	15	39.4
M-5	103.3	189.0	66.9	55.7	3,420	38.2	41.7	56.3	57.1	I-6	3.68 x 3.31	3.4/211	FI	9.8	256@6,500	243@4,500	16.6	12.7	5.3	3.91	R	16	37.4
635CSi	103.3	193.8	67.9	53.7	3,530	37.7	41.7	56.3	57.5	I-6	3.62 x 3.39	3.4/209	FI	9.0	208@5,700	225@4,000	16.6	12.7	5.3	3.64	R	14	37.4
M-6	103.3	193.8	67.9	53.3	3,570	37.7	41.7	55.9	55.7	I-6	3.68 x 3.31	3.4/211	FI	9.8	256@6,500	243@4,500	16.6	12.7	5.3	3.91	R	16	38.7
735i	111.5	193.3	72.6	55.6	3,835	38.3	43.6	60.1	61.0	I-6	3.62 x 3.39	3.4/209	FI	9.0	208@5,700	225@4,000	21.5	12.7	5.3	3.64	R	15	38.1
750iL	116.0	197.8	72.6	55.1	4,235	38.3	43.6	60.2	61.3	V-12	3.31 x 2.95	5.0/304	FI	8.8	296@5,200	332@4,100	24.0	15.8	6.8	3.15	R	15	39.4
CHEVROLET Sprint 2-dr.	88.4	144.5	60.2	53.1	1,565	37.0	42.0	52.6	51.2	L-3	2.91 x 3.03	1.0/61.0	2V	9.5	48@5,100	77@3,200	8.7	4.5	3.7	4.10	F	12	30.2
Sprint 4-dr.	92.3	148.4	60.2	53.1	1,620	37.0	42.0	52.6	51.2	L-3	2.91 x 3.03	1.0/61.0	2V	9.5	48@5,100	77@3,200	8.7	4.5	3.7	4.10	F	12	31.2
Spectrum Hatchback	94.5	157.4	63.6	52.0	1,962	38.0	41.7	54.7	54.3	4	3.03 x 3.11	1.4/90	2V	9.6	70@5,400	87@3,400	11.1	7.5	4.0	3.58	F	13	32.8
Spectrum Notchback Turbo	94.5	160.2	63.6	52.0	2,185	37.7	41.7	55.4	54.6	4	3.03 x 3.4	1.4/90	FI	8.0	110@5,400	120@3,400	11.1	6.8	4.0	3.80	F	N.A.	32.8
OPTIONAL ENGINES: Sprint Turbo										L-3	2.91 x 3.03	1.0/61.0	EFI	8.3	70@5,500	107@3,500							
CHRYSLER Conquest TSi	95.9	173.2	68.3	50.2	2,925	36.6	40.7	57.7	57.3	L-4	3.59 x 3.86	2.6/156	FI	7.0	188@5,000	223@2,500	19.8	9.0	4.3	3.55	R	16	31.5
COLT 2-dr.	93.7	157.3	63.7	50.8	1,984	38.7	40.6	55.5	53.5	4	3.0 x 3.2	1.5/90	2V	9.4	68@5,500	85@3,500	11.9	4.5	4.0	3.45	F	13	36.2
Colt 4-dr.	93.7	169.0	63.7	50.8	2,095	38.7	40.6	55.5	53.0	4	3.0 x 3.2	1.5/90	2V	9.4	68@5,500	105@5,300	11.9	4.5	4.0	4.02	F	13	36.2
Colt Premier (Turbo)	93.7	157.3	63.7	50.8	2,018	38.7	40.6	55.5	53.5	4	3.0 x 3.4	1.6/98	FI	7.6	105@5,500	122@3,500	11.9	5.2	4.5	4.02	F	13	36.2
Colt DL Wagon	93.7	157.3	63.7	50.8	2,062	38.7	40.6	55.5	53.5	4	3.0 x 3.2	1.5/90	FI	9.4	68@5,500	85@3,500	11.9	4.5	4.0	3.45	F	13	36.2
Vista Wagon	103.3	174.6	64.8	57.3	2,590	38.3	38.8	55.5	54.1	4	3.3 x 3.5	2.0/122	FI	8.5	96@5,000	113@3,500	13.2	7.4	4.1	4.02	F	13	34.8
Vista Wagon (4wd)	103.5	174.6	64.8	59.4	2,921	38.3	38.8	55.3	54.5	4	3.3 x 3.5	2.0/122	FI	8.5	96@5,000	113@3,500	14.5	7.4	4.1	3.70	4	14	34.8
DAIHATSU Charade	92.1	144.9	63.6	54.5	1,775	37.5	41.1	54.5	53.7	I-3	2.99 x 2.87	1.0/61	FI	9.5	53@5,200	58@3,600	10.6	4.1	3.3	4.64	F	13	31.5
EAGLE Medallion 4-dr.	102.3	183.2	67.5	55.7	2,588	37.8	42.2	57.2	55.3	I-4	3.46 x 3.50	2.2/132	MFI	9.2	103@5,000	124@2,500	17.4	7.2	5.3	3.10	F	14	N.A.
Medallion Station Wagon	108.2	189.7	67.5	56.3	2,736	37.8	42.2	57.2	55.3	I-4	3.46 x 3.50	2.2/132	MFI	9.2	103@5,000	124@2,500	17.4	7.2	5.3	3.10	F	14	N.A.
FERRARI 328 GTB/S	92.5	168.7	68.1	44.4	3,140	34.5	N.A.	58.0	57.8	V-8	3.27 x 2.90	3.2/194.4	FI	9.2	260@7,000	213@5,500	18.5	23.2	10.5	3.71	R	16	39.4
Testarossa	100.4	176.6	77.8	44.5	3,660	36.0	N.A.	59.8	65.4	12	3.23 x 3.07	4.9/302	FI	8.8	380@5,750	354@4,500	26.5	21.0	16.4	3.21	R	16	39.3
Mondial Cabriolet	104.3	182.7	70.5	49.6	3,500	38.5	33.5	59.6	60.4	V-8	3.27 x 2.90	3.2/194	FI	9.2	260@7,000	213@5,500	18.5	19.0	9.6	4.06	R	16	41.0
FORD Festiva	90.2	140.5	63.2	55.3	1,713	38.8	40.6	55.1	54.5	L-4	2.79 x 3.29	1.3/81	2V	9.0	58@5,000	75@3,500	10.0	5.23	4.1	3.78	F	12	14.1
HONDA CRX HF	90.6	147.8	65.7	50.0	1,819	37.0	43.9	57.1	57.1	L-4	2.95 x 3.32	1.5/91.1	SFI	9.6	62@4,500	90@2,000	10.6	5.5	4.2	2.95	F	13	29.5
CRX	90.6	147.8	65.7	50.0	1,922	37.0	43.9	57.1	57.1	L-4	2.95 x 3.32	1.5/91.1	MFI	9.2	92@6,000	89@4,500	11.9	5.4	4.2	3.72	F	13	29.5
CRX Si	90.6	147.8	65.7	50.0	2,017	37.0	43.9	57.1	57.1	L-4	2.95 x 3.54	1.6/97.0	SFI	9.1	105@6,000	98@5,000	11.9	5.7	4.2	4.25	F	14	29.5
Civic STD Hatchback	98.4	156.1	65.6	52.4	1,933	38.2	43.3	57.1	57.1	L-4	2.95 x 3.32	1.5/91.1	MFI	9.2	70@5,500	83@3,000	11.9	5.3	4.2	3.89	F	13	31.5
Civic DX Hatchback	98.4	156.1	65.6	52.4	1,993	38.2	43.3	57.1	57.1	L-4	2.95 x 3.32	1.5/91.1	MFI	9.2	92@6,000	89@4,500	11.9	5.3	4.2	3.72	F	13	31.5
Civic 4-dr. DX & LX	98.4	166.5	65.9	53.5	2,039	38.5	43.1	57.1	57.1	L-4	2.95 x 3.32	1.5/91.1	MFI	9.2	92@6,000	89@4,500	11.9	5.3	4.2	4.06	F	13	31.5
Civic 2wd Wagon	98.4	161.6	66.1	57.9	2,130	39.4	41.2	57.1	57.1	L-4	2.95 x 3.32	1.5/91.1	MFI	9.2	92@6,000	89@4,500	11.9	5.3	4.2	4.06	F	13	31.5
Civic 4wd Wagon	98.4	161.6	66.1	58.9	2,366	39.4	41.2	57.1	57.1	L-4	2.95 x 3.54	1.6/97	SFI	9.1	105@6,000	98@5,000	11.9	5.3	4.2	4.43	4	13	31.5
Prelude S	101.0	175.6	67.3	49.2	2,522	36.9	43.1	58.3	57.9	L-4	3.19 x 3.74	2.0/119.5	2x2V	9.1	104@5,800	111@4,000	15.9	7.2	5.1	4.07	F	13	34.8
Prelude Si	101.0	175.6	67.3	49.2	2,665	36.9	43.1	58.3	57.9	L-4	3.19 x 3.74	2.0/119.5	SFI	9.0	135@6,200	127@4,500	15.9	8.2	5.1	4.06	F	14	34.8
Prelude Si (4ws)	101.0	175.6	67.3	49.3	2,685	36.9	43.1	58.3	57.9	L-4	3.19 x 3.74	2.0/119.5	SFI	9.0	135@6,200	127@4,500	15.9	8.2	5.1	4.06	F	14	31.4
Accord Hatchback DX	102.4	174.8	66.7	52.6	2,513	38.0	42.8	58.3	58.1	L-4	3.25 x 3.58	2.0/119.3	2V	9.1	98@5,500	109@3,500	15.9	6.6	3.7	4.07	F	13	34.8
Accord Hatchback LXi	102.4	174.8	66.7	52.6	2,441	38.0	42.8	58.3	58.1	L-4	3.25 x 3.58	2.0/119.3	SFI	9.2	120@5,800	122@4,000	15.9	6.6	3.7	4.07	F	14	34.1
Accord Coupe	102.4	179.1	66.7	52.6	2,493	37.9	42.9	58.3	58.1	L-4	3.25 x 3.58	2.01/119.3	SFI	9.2	120@5,800	122@4,000	15.9	6.6	3.7	4.07	F	14	34.1
Accord DX & LX Sedan	102.4	179.1	67.4	53.4	2,500	38.7	42.8	58.3	58.1	L-4	3.25 x 3.58	2.0/119.3	2V	9.1	98@5,500	109@3,500	15.9	6.6	3.7	4.07	F	13	34.1

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
Accord LXi Sedan	102.4	179.1	67.4	53.4	2,668	37.3	42.8	58.3	58.1	L-4	3.25 x 3.58	2.0/119.3	SFI	9.4	120@5,800	122@4,000	15.9	6.6	3.7	4.07	F	14	34.1
HYUNDAI Excel	93.7	161.0	63.1	54.1	2,156	37.5	36.9	54.1	52.8	I-4	3.0 x 3.2	1.5/58	2V	9.4	68@5,500	82@3,500	10.6	6.0	3.7	3.59	F	13	33.8
ISUZU Impulse	96.1	172.6	65.2	51.4	2,890	36.9	41.9	53.3	54.3	I-4	3.5 x 3.5	2.3/137.5	MFI	8.6	110@5,000	127@3,000	15.1	9.3	3.4	3.91	R	14	31.5
I-Mark 4-dr.	94.5	160.2	63.5	54.1	2,024	37.7	41.7	54.7	54.3	I-4	3.0 x 3.1	1.5/89.8	2V	9.6	70@5,400	87@3,400	11.1	6.8	3.0	3.58	F	13	32.8
I-Mark 3-dr.	94.5	157.4	63.5	54.1	2,015	38.0	41.7	54.7	54.3	I-4	3.0 x 3.1	1.5/89.8	2V	9.6	70@5,400	87@3,400	11.1	6.8	3.0	3.58	F	13	32.8
OPTIONAL ENGINES: I-Mark Turbo										I-4	3.0 x 3.1	1.5/89.8	MFI	8.0	110@5,400	120@3,500							
Impulse Turbo										I-4	3.4 x 3.23	2.0/122	MFI	7.9	140@5,400	166@3,000							
JAGUAR XJ-S	102.0	191.7	70.6	47.8	4,040	36.1	41.3	58.6	59.2	V-12	N.A.	5.3/326	FI	11.5	262@5,000	290@5,000	24.0	21.5	11.5	2.88	R	15	39.4
XJ-6	113.0	196.4	78.9	54.3	3,903	36.6	41.7	59.1	59.0	6	3.58 x 3.62	3.6/219	FI	8.1	181@4,750	221@3,750	23.2	9.2	8.5	2.88	R	15	40.8
LAMBORGHINI Jalpa	100.0	170.5	74.0	44.9	3,300	N.A.	N.A.	61.2	63.4	V-8	3.4 x 3.0	3.5/214	4x2V	9.2	255@7,000	229@3,500	21.1	N.A.	N.A.	N.A.	R	16	36.1
Countach	102.0	163.0	78.7	42.1	3,280	N.A.	N.A.	62.7	65.6	V-12	3.37 x 2.95	5.2/315	FI	9.5	455@7,000	369@5,200	31.8	N.A.	N.A.	4.09	R	15	N.A.
LOTUS Esprit Turbo	97.8	170.2	73.2	45.7	2,946	37.0	31.0	60.0	61.2	4	3.75 x 3.0	2.2/132.6	FI	8.0	215@6,250	192@5,000	20.8	12.1	6.8	4.38	R	15	36.0
MASERATI 228	102.4	175.6	73.4	52.4	3,019	37.0	25.0	60.6	61.0	V-6	3.70 x 2.64	2.8/170	FI	7.1	225@5,500	246@3,500	17.4	9.0	6.3	2.88	R	15	34.5
430	102.4	173.2	68.1	53.5	2,915	N.A.	N.A.	56.8	57.2	V-6	3.70 x 2.64	2.8/170	FI	7.1	225@5,600	246@3,500	20.0	N.A.	6.0	N.A.	R	N.A.	34.9
MAZDA 323 Hatchback	94.5	161.8	64.8	54.7	2,100	38.3	41.5	54.7	55.7	I-4	3.1 x 3.1	1.6/97.5	MFI	9.3	82@5,000	92@2,500	12.7	5.2	3.6	4.11	F	13	30.8
323 GTX Turbo	94.5	161.8	64.8	54.9	2,600	38.3	41.5	55.1	56.1	I-4	3.07 x 3.09	1.6/97.5	MFI	7.9	132@6,000	136@3,000	13.2	6.2	3.8	4.11	4	14	31.6
323 Sedan	94.5	169.7	64.8	54.7	2,150	38.3	41.5	54.7	55.7	I-4	3.1 x 3.1	1.6/97.5	MFI	9.3	82@5,000	92@2,500	12.7	5.2	3.6	4.11	F	13	30.8
323 Wagon	94.5	169.7	64.8	56.3	2,230	38.2	41.5	54.7	55.7	I-4	3.1 x 3.1	1.6/97.5	MFI	9.3	82@5,000	92@2,500	12.7	5.2	3.6	4.11	F	13	30.8
RX-7	95.7	168.9	66.5	49.8	2,625	37.2	36.8	57.1	56.7	Rotary	—	1.3/80.0	MFI	9.4	146@6,500	138@3,500	16.6	9.2	6.1	4.10	R	14	32.2
626 Sedan	101.4	179.3	66.5	55.5	2,590	39.0	43.7	57.3	57.7	I-4	3.4 x 3.7	2.2/133.2	MFI	8.6	110@4,700	130@3,000	15.9	8.0	4.8	4.11	F	14	36.0
929 Sedan	106.7	193.1	66.9	54.5	3,282	38.8	43.3	56.9	57.5	V-6	3.5 x 3.0	3.0/180.3	MFI	8.5	158@5,500	170@4,000	18.5	9.6	5.6	3.73	R	15	35.4
OPTIONAL ENGINES: RX-7 Turbo										Rotary	—	1.3/80.0	MFI	8.5	182@6,500	183@3,500							
626 Turbo										I-4	3.4 x 3.7	2.2/133.2	MFI	7.8	145@4,300	190@3,500							
MERCEDES-BENZ 560SL	96.7	180.3	70.5	51.1	3,705	36.7	42.2	57.7	57.7	V-8	3.80 x 3.73	5.6/338.5	FI	9.0	227@4,750	279@3,250	22.5	13.7	8.5	2.47	R	15	35.2
190E 2.3	104.9	175.0	66.1	54.7	2,790	36.9	41.9	56.6	55.8	I-4	3.7 x 3.16	2.3/140.3	FI	9.0	130@5,100	146@3,500	14.5	9.0	5.3	3.27	R	15	35.0
190E 2.6	104.9	175.1	66.1	54.7	2,880	36.9	41.9	56.6	55.8	I-6	3.26 x 3.16	2.6/158.6	FI	9.2	158@5,800	146@3,500	14.5	10.6	6.3	3.27	R	15	35.0
190D (diesel)	104.9	175.0	66.1	54.7	2,845	36.9	41.9	56.6	55.8	I-5	3.43 x 3.31	2.5/152.4	FI	22.0	93@4,600	122@2,800	14.5	8.3	7.4	3.07	R	15	35.0
300CE	106.9	183.9	68.5	59.8	3,310	36.0	41.9	58.9	58.6	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	18.5	10.6	6.3	3.07	R	15	35.8
260E	110.2	187.2	68.5	56.9	3,175	36.9	41.7	58.9	58.6	I-6	3.26 x 3.16	2.6/158.6	FI	9.2	158@5,800	162@4,600	14.5	10.6	6.3	3.27	R	15	36.7
300E	110.2	187.2	68.5	56.9	3,195	36.9	41.7	58.9	58.6	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	18.5	10.6	6.3	3.07	R	15	36.7
300TE	110.2	188.2	68.5	59.8	3,475	37.4	41.7	58.9	58.6	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	19.0	10.6	6.3	3.27	R	15	36.7
560SEC	112.2	199.2	72.0	55.0	3,915	36.8	41.9	61.2	60.1	V-8	3.80 x 3.73	5.6/338.5	FI	9.0	238@4,800	287@3,500	23.8	13.7	8.5	2.47	R	15	38.1
300SE	115.6	202.6	71.7	56.7	3,730	37.3	41.9	61.2	60.1	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	23.8	10.6	6.3	3.46	R	15	39.0
300SEL	121.1	208.1	71.7	56.7	3,770	37.3	41.9	61.2	60.1	I-6	3.48 x 3.16	3.0/180.8	FI	9.2	177@5,700	188@4,400	23.8	10.6	6.3	3.46	R	15	40.6
420SEL	121.1	208.1	71.7	56.7	3,885	37.3	41.9	61.2	60.1	V-8	3.62 x 3.10	4.2/256.0	FI	9.0	201@5,200	228@3,600	23.8	13.7	8.5	2.47	R	15	40.6
560SEL	121.1	208.1	71.7	56.3	4,080	37.3	41.9	61.2	60.1	V-8	3.80 x 3.73	5.6/338.5	FI	9.0	238@4,800	287@3,500	23.8	13.7	8.5	2.47	R	15	40.6
MERKUR XR4Ti (manual)	102.7	178.4	68.0	53.8	2,920	38.5	41.0	57.2	57.8	L-4	3.78 x 3.12	2.3/140	MFI	8.0	175@5,000	200@3,000	15.0	10.5	5.0	3.64	R	15	35.4
Scorpio	108.7	186.4	69.5	54.6	3,241	38.0	41.3	58.1	58.1	V-6	3.66 x 2.83	2.9/179	MFI	9.0	144@5,500	162@3,000	16.9	9.0	4.5	3.64	R	15	34.1
DRIVETRAIN OPTION: XR4Ti (automatic)										L-4	3.78 x 3.12	2.3/140	MFI	8.0	145@4,400	180@3,000							
MITSUBISHI Precis 3-dr. Hatchback	93.7	160.9	63.1	54.1	2,161	37.5	40.9	54.1	52.8	I-4	3.0 x 3.2	1.5/89.6	2V	9.4	68@5,500	82@3,500	10.6	5.5	3.5	3.47	F	13	33.8
Precis 5-dr. Hatchback	93.7	160.9	63.1	54.1	N.A.	37.5	40.9	54.1	52.8	I-4	3.0 x 3.2	1.5/89.6	2V	9.4	68@5,500	82@3,500	10.6	5.5	3.5	3.47	F	13	N.A.
Mirage 2-dr. Hatchback (1989)	93.9	158.7	65.7	52.0	2,238	38.3	41.9	56.3	56.3	I-4	2.97 x 3.23	1.5/89.6	MFI	9.4	81@5,500	91@3,000	13.2	N.A.	N.A.	4.02	F	13	N.A.
Starion ESI/ESI-R	95.9	173.2	68.3	50.2	2,970	36.6	40.8	57.7	57.3	I-4	3.6 x 3.7	2.6/155.9	EFI	7.0	188@5,000	234@2,500	19.8	9.0	4.0	3.55	R	16	31.5
Cordia L	96.3	173.0	65.4	49.4	2,381	36.8	41.3	55.5	54.1	I-4	3.1 x 3.5	2.0/122.0	2V	8.5	88@5,000	108@3,500	12.8	7.4	3.7	3.19	F	14	32.2
Mirage 4-dr. Sedan (1989)	96.7	170.1	65.7	52.8	2,271	39.1	41.9	56.3	56.3	I-4	3.0 x 3.2	1.5/89.6	MFI	9.4	81@5,500	91@3,000	13.2	N.A.	N.A.	4.02	F	13	N.A.
Sigma	102.4	185.8	66.7	51.6	3,042	37.5	40.3	56.9	55.7	V-6	3.6 x 3.0	3.0/181.4	MFI	8.9	142@5,000	168@2,500	15.9	9.2	4.1	4.07	F	15	34.8
Galant 4-dr. Sedan	102.4	183.9	66.7	53.5	2,601	38.6	41.9	57.5	57.1	I-4	3.3 x 3.4	2.0/121.9	MFI	8.5	102@5,000	116@4,500	15.9	7.4	3.7	3.66	F	14	34.8
OPTIONAL ENGINES: Mirage Turbo (1989)										I-4	3.2 x 3.0	1.6/97.3	MFI	8.1	135@6,000	141@3,000							
Cordia L Turbo										I-4	3.2 x 3.5	1.8/109.5	EFI	7.5	116@5,500	129@3,000							
Galant 4-dr. Sedan (1989)										I-4	3.3 x 3.5	2.0 x 121.9	MFI	8.5	135@6,000	125@5,000							
NISSAN 300ZX	91.3	173.7	67.9	49.7	3,164	36.6	43.6	57.3	58.1	V-6	3.4 x 3.3	3.0/180.6	MFI	9.0	165@5,200	173@4,000	19.0	11.1	4.3	3.90	R	15	32.2
200SX Notchback	95.5	175.6	65.7	50.4	2,590	37.8	44.4	54.3	55.7	I-4	3.3 x 3.5	2.0/120.5	MFI	8.5	99@5,200	116@2,800	14.0	7.8	4.1	4.11	R	15	32.6
Sentra Hatchback	95.7	162.4	64.6	55.3	2,192	38.7	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6/97.5	EFI	9.4	69@5,000	94@2,800	13.2	4.9	3.4	3.90	F	13	30.2
Sentra Sports Coupe	95.7	166.5	65.6	52.2	2,304	37.0	41.6	56.3	56.3	I-4	2.99 x 3.46	1.6/97.5	EFI	9.4	69@5,000	94@2,800	13.2	4.9	3.4	3.90	F	13	30.2
Sentra 4-dr.	95.7	168.7	64.6	55.3	2,208	38.2	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6/97.5	EFI	9.4	69@5,000	94@2,800	13.2	4.9	3.4	3.90	F	13	30.2
Sentra 2-dr. Notchback	95.7	168.7	64.6	55.3	2,156	38.2	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6/97.5	EFI	9.4	69@5,000	94@2,800	13.2	4.9	3.4	3.90	F	13	30.2
Sentra 4wd Wagon	95.7	172.2	64.6	54.9	2,635	38.2	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6/97.5	EFI	9.4	69@5,000	94@2,800	13.2	4.9	3.4	3.90	F	13	30.2
Sentra Wagon	95.7	172.2	64.6	54.3	2,317	38.2	41.8	56.3	56.3	I-4	2.99 x 3.46	1.6/97.5	EFI	9.4	69@5,000	94@2,800	13.2	4.9	3.4	3.90	F	13	30.2
Pulsar NX	95.7	166.5	66.1	51.0	2,388	38.0	42.0	56.9	56.9	I-4	3.0 x 3.5	1.6/97.5	EFI	9.4	69@5,000	94@2,800	13.2	6.3	4.2	3.73	F	13	31.5
Stanza Wagon	99.0	170.3	65.6	62.0	2,805	38.6	39.2	56.3	54.7	I-4	3.3 x 3.5	2.0/120.5	MFI	8.5	97@5,200	114@3,200	15.9	7.8	4.1	4.13	F	14	35.4
300ZX 2+2	99.2	181.3	67.9	49.7	3,265	37.2	43.6	57.3	58.1	V-6	3.4 x 3.3	3.0/180.6	MFI	9.0	165@5,200	173@4,000	19.0	11.1	4.3	3.90	R	15	34.8
Stanza Sedan	100.4	177.8	66.5	54.7	2,770	38.9	42.0	57.5	57.5	I-4	3.3 x 3.5	2.0/120.5	MFI	8.5	94@5,200	114@2,800	15.9	7.8	4.1	4.13	F	14	32.8
Maxima Sedan	100.4	181.4	66.5	54.7	3,120	37.0	42.0	57.5	57.5	V-6	3.4 x 3.3	3.0/180.6	MFI	9.0	157@5,200	168@3,600	17.2	11.6	5.3	3.43	F	15	35.5
Maxima Wagon	100.4	184.8	66.5	55.7	3,330	37.2	42.0	57.3	57.3	V-6	3.4 x 3.3	3.0/180.6	MFI	9.0	157@5,200	168@3,600	17.2	11.6	5.3	3.43	F	15	35.5
OPTIONAL ENGINES: 200SX										V-6	3.4 x 3.3	3.0/180.3	MFI	9.0	165@5,200	168@3,200							
300ZX Turbo										V-6	3.4 x 3.3	3.0/180.6	MFI	8.3	205@5,200	227@3,600							
Pulsar										I-4	3.3 x 3.3	1.8/110.1	MFI	10.0	125@5,000	112@2,800							
PEUGEOT 505 DL, GLS	108.0	186.7	68.4	57.0	2,870	37.5	40.0	58.3	56.9	4	3.61 x 3.21	2.2/134	FI	8.8	120@5,000	131@3,500	18.0	8.9	4.8	4.11	R	14	35.1
505 Sedan Turbo S	108.0	186.7	68.4	57.0	3,140	37.5	40.0	59.1	57.3	4	3.61 x 3.21	2.2/131	FI	7.5	180@5,200	205@2,500	18.0	10.0	5.3	3.46	R	15	35.1
505 STX, GLX	108.0	186.7	68.4	57.0	3,040	37.5	40.0	59.1	57.3	V-6	3.58 x 3.90	2.8/174	FI	9.5	145@5,000	176@2,800	18.0	10.0	6.9	3.70	R	15	35.1
505 Wagon	114.2	198.9	68.4	60.1	3,130	38.1	40.0	58.9	57.2	4	3.46 x 3.5	2.2/132	FI	8.8	120@5,000	131@3,500	18.0	10.0	5.3	3.46	R	14	36.8
OPTIONAL ENGINES: 505 Turbo Wagon										4	3.61 x 3.21	2.2/131	FI	7.5	150@5,000	180@2,750							
PONTIAC LeMans Sedan	99.2	172.4	65.7	53.7	2,121	38.8	42.0	55.1	55.4	L-4	3.11 x 3.21	1.6/98	EFI	8.6	74@5,600	90@2,800	13.2	8.1	4.9	3.43	F	13	33.0

PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engines							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat Headroom (in.)	Front-seat Legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net Torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase w/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
LeMans Aerocoupe	99.2	163.7	65.5	53.5	2,180	38.0	42.0	55.1	55.4	L-4	3.11 x 3.21	1.6/98	EFI	8.6	74@5,600	90@2,800	13.2	8.1	4.9	3.43	F	13	33.0
LeMans GSE	99.2	163.7	65.5	53.5	2,216	38.8	42.0	55.1	55.4	L-4	3.39 x 3.39	2.0/121	FI	8.8	95@4,800	118@3,600	13.2	8.1	4.9	3.72	F	14	33.0
PORSCHE 911 Carrera Coupe	89.5	168.9	65.0	52.0	2,756	38.0	43.5	54.0	54.3	HO6	3.74 x 2.93	3.2/193.1	FI	9.5	214@5,900	195@4,800	22.5	—	13.7	3.44	R	15	33.9
911 Turbo	89.5	168.9	68.9	51.6	2,976	38.0	43.5	56.4	58.7	HO6	3.82 x 2.93	3.3/201.3	FI	7.0	282@5,500	288@4,000	22.5	—	13.7	4.22	R	16	33.9
924S	94.5	168.9	66.3	50.2	2,734	38.0	44.5	55.8	54.8	I-4	3.94 x 3.11	2.5/151.0	FI	10.2	158@5,900	155@4,500	17.4	9.0	6.8	3.89	R	15	33.8
944	94.5	170.0	68.3	50.2	2,844	38.0	44.5	58.2	57.1	I-4	3.94 x 3.11	2.5/151.0	FI	10.2	158@5,900	155@4,500	21.1	9.0	6.8	3.89	R	15	33.8
944S	94.5	170.0	68.3	50.2	2,866	38.0	44.5	58.2	57.1	I-4	3.94 x 3.11	2.5/151.0	FI	10.9	188@6,000	170@4,300	21.1	9.0	6.8	3.89	R	15	33.8
944 Turbo S	94.5	170.0	68.3	50.2	2,866	38.0	44.5	58.2	57.1	I-4	3.94 x 3.11	2.5/151.0	FI	10.9	247@6,000	250@4,000	21.1	9.0	6.8	3.89	R	15	33.8
928S4	98.4	178.1	72.3	50.2	3,505	36.5	43.5	61.1	60.9	V-8	3.94 x 3.11	5.0/302.5	FI	10.0	316@6,000	317@3,000	22.7	16.9	8.0	2.63	R	16	37.7
OPTIONAL ENGINES: 944 Turbo										I-4	3.94 x 3.11	2.5/151.0	FI	8.0	217@5,800	243@3,500							
ROLLS-ROYCE Corniche II	120.5	207.5	72.3	59.8	5,200	36.0	39.0	60.5	60.5	V-8	4.17 x 3.96	6.8/412	FI	8.0	N.A.	N.A.	26.0	19.0	10.4	2.69	R	15	39.5
Silver Spirit	120.5	207.8	74.3	58.5	4,900	36.0	41.0	60.5	60.5	V-8	4.17 x 3.96	6.8/412	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	39.5
Bentley 8	120.5	207.8	74.3	58.5	4,900	36.0	41.0	60.5	60.5	V-8	4.17 x 3.96	6.8/412	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	39.4
Bentley Mulsanne	120.5	209.2	74.3	58.5	4,900	36.0	41.0	60.5	60.5	V-8	4.17 x 3.96	6.8/412	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	3.07	R	15	39.5
Bentley Continental	120.5	207.5	72.7	59.8	5,200	36.0	37.0	60.5	60.5	V-8	4.17 x 3.96	6.8/412	FI	8.0	N.A.	N.A.	26.0	19.0	10.4	2.69	R	15	39.5
Silver Spur	124.0	211.8	74.0	58.5	5,040	36.0	41.0	60.5	60.5	V-8	4.17 x 3.96	6.8/412	FI	8.0	N.A.	N.A.	28.5	19.0	10.4	2.69	R	15	41.0
SAAB 900	99.1	184.5	66.5	56.1	2,695	37.8	41.7	56.4	56.8	4	3.54 x 3.07	2.0/121.1	FI	9.25	110@5,250	119@3,500	16.6	10.5	4.0	3.67	F	15	33.8
9000	105.2	181.9	69.4	55.9	3,022	38.6	41.7	59.9	58.7	4	3.54 x 3.07	2.0/121.1	FI	10.1	125@5,500	125@3,000	17.9	10.5	4.7	4.45	F	15	35.8
OPTIONAL ENGINES: 900, 9000 Turbo										4	N.A.	2.0/121.1	FI	9.0	160@5,500	188@3,000							
900 Turbo SPG										4	3.54 x 3.07	N.A.	FI	9.0	165@5,500	195@3,000							
900S 16-Valve										4	3.54 x 3.07	2.0/121.1	FI	10.1	125@5,500	125@3,000							
SUBARU Justy	90.0	139.2	60.4	54.7	1,655	37.0	41.5	52.4	50.6	I-3	3.07 x 3.27	1.1/73	2V	9.1	66@5,200	70@3,600	9.2	4.5	3.0	4.44	F	12	29.6
Hatchback GL 4wd	93.7	157.3	63.8	55.7	2,240	38.2	39.3	53.0	53.9	HO4	3.62 x 2.64	1.8/109	2V	8.7	73@4,400	94@2,400	13.2	5.8	4.2	3.70	4	13	30.8
Hatchback GL	93.7	157.9	63.6	53.7	2,120	38.2	39.3	52.8	53.0	HO4	3.62 x 2.64	1.8/109	2V	8.7	73@4,400	94@2,400	13.2	5.8	4.2	3.70	F	13	30.8
GL-10 Turbo Wagon 4wd	96.9	176.8	65.4	54.9	2,770	41.7	55.9	55.9	56.1	HO4	3.62 x 2.64	1.8/109	FI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.60	4	13	31.5
Sedan 4wd GL	97.0	174.6	65.4	54.3	2,440	37.6	41.7	55.5	56.1	HO4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	F	13	31.5
Wagon DL	97.0	176.8	65.4	53.0	2,350	37.6	41.7	55.9	56.1	HO4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	F	13	31.5
XT DL/GL	97.0	177.6	66.5	49.4	2,375	37.4	43.3	56.5	56.1	HO4	3.62 x 2.64	1.8/109	FI	9.5	97@5,200	103@3,200	15.9	5.8	4.2	3.70	F	13	31.8
XT-GL 4wd	97.0	177.6	66.5	52.4	2,625	37.4	43.3	55.9	56.1	HO4	3.62 x 2.64	1.8/109	FI	9.5	97@5,200	103@3,200	15.9	5.8	4.9	3.70	4	13	31.8
XT-6	97.0	177.6	66.5	49.4	2,795	37.4	43.3	56.9	56.2	HO6	3.62 x 2.64	2.7/163	FI	9.5	145@5,200	156@4,000	15.9	7.4	5.3	3.90	F	14	34.1
XT-6 4wd	97.0	177.6	65.5	52.4	2,865	37.4	43.3	56.5	56.7	HO6	3.62 x 2.64	2.7/163	FI	9.5	145@5,200	156@4,000	15.9	7.4	5.3	3.90	4	14	34.1
GL-10 Wagon	97.0	176.8	65.4	53.0	2,585	37.6	41.7	55.9	56.1	HO4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.60	F	13	31.5
Sedan 4wd GL-10 Turbo	97.0	174.6	65.4	55.5	2,690	37.6	41.7	55.9	56.1	HO4	3.62 x 2.64	1.8/109	FI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.70	4	13	31.5
3-dr. Coupe RX Turbo 4wd	97.0	174.6	65.4	53.4	2,655	37.6	42.2	55.5	56.1	HO4	3.62 x 2.64	1.8/109	FI	7.7	115@5,200	134@2,800	15.9	5.8	4.2	3.90	4	13	31.5
Sedan DL	97.2	174.6	65.4	52.5	2,220	37.6	41.7	56.1	56.1	HO4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	F	13	31.5
3-dr. Coupe DL	97.2	174.6	65.4	51.8	2,260	37.6	42.2	55.1	56.1	HO4	3.62 x 2.64	1.8/109	FI	9.5	90@5,200	101@2,800	15.9	5.8	4.2	3.90	F	13	31.5
TOYOTA MR2	91.3	155.5	65.6	48.6	2,390	37.4	43.0	56.7	56.7	L-4	3.20 x 3.0	1.6/96.8	SFI	9.4	115@6,600	100@4,800	10.8	11.3	3.5	4.31	R	14	31.5
Tercel Liftback	93.7	157.3	64.0	52.8	2,075	38.4	40.2	54.5	54.1	L-4	2.88 x 3.43	1.5/91.5	2V	9.3	78@6,000	87@4,000	11.9	4.9	3.4	3.72	F	13	31.2
Tercel Coupe	93.7	166.7	64.0	51.8	2,000	37.8	41.5	54.5	54.1	L-4	2.88 x 3.43	1.5/91.5	2V	9.3	78@6,000	87@4,000	11.9	4.9	3.4	3.72	F	13	31.2
Tercel Wagon	93.7	169.7	63.6	56.1	2,290	40.2	42.4	54.3	53.1	L-4	3.05 x 3.03	1.5/91.5	2V	9.0	62@4,800	76@2,800	13.2	4.9	3.4	4.10	4	13	31.8
Corolla Sedan	95.7	170.3	65.2	52.2	2,207	38.4	40.9	56.3	55.5	L-4	3.19 x 3.03	1.6/97	2V	9.5	90@6,000	95@3,600	13.2	5.9	3.4	3.72	F	13	34.8
Corolla Sport Coupe	95.7	172.3	65.6	49.6	2,242	37.9	42.9	56.9	56.1	L-4	3.19 x 3.03	1.6/97	SFI	9.4	115@6,600	100@4,800	13.2	5.9	3.4	4.31	F	13	N.A.
Corolla Wagon	95.7	171.5	65.2	54.5	2,282	39.6	40.9	56.3	55.5	L-4	3.19 x 3.03	1.6/97	2V	9.5	90@6,000	95@3,600	13.2	5.9	3.4	3.72	F	13	N.A.
Celica Coupe	99.4	171.9	67.3	49.8	2,600	37.8	44.4	57.9	56.5	L-4	3.39 x 3.33	2.0/121.9	SFI	9.3	115@5,200	124@4,400	15.9	6.7	4.5	3.74	R	13	35.4
Celica Convertible	99.4	173.6	67.3	49.8	2,680	38.4	44.4	57.9	56.5	L-4	3.39 x 3.33	2.0/121.9	SFI	9.3	115@5,200	124@4,400	15.9	6.7	4.5	3.74	R	13	35.4
Celica All-Trac	99.4	171.9	67.3	49.8	3,197	37.8	44.4	57.9	56.9	L-4	3.39 x 3.39	2.0/121.9	SFI	N.A.	190@6,000	190@3,200	15.9	6.8	4.7	4.29	4	14	35.4
Supra	102.2	181.9	68.7	51.6	3,510	37.5	43.6	58.5	58.5	L-6	3.27 x 3.58	3.0/180.3	SFI	9.2	200@6,000	188@3,600	18.5	8.6	4.7	4.30	R	16	35.4
Camry Sedan	102.4	182.1	67.0	54.1	2,811	37.9	42.9	58.3	57.1	L-4	3.30 x 3.80	2.0/121.9	SFI	9.3	115@5,200	124@4,400	15.9	6.8	4.1	2.96	F	14	34.8
Camry Wagon	102.4	183.1	67.0	54.5	2,921	38.2	42.9	58.3	57.1	L-4	3.30 x 3.80	2.0/121.9	SFI	9.3	115@5,200	124@4,400	15.9	6.8	4.1	2.96	F	14	34.8
Cressida Sedan	104.5	187.8	66.5	54.1	3,328	38.8	42.0	56.7	57.3	L-6	3.27 x 3.35	2.8/171	SFI	9.2	156@5,200	165@4,500	18.5	8.6	5.2	3.91	R	15	34.8
OPTIONAL ENGINES: MR2 Supercharged										L-4	3.20 x 3.0	1.6/96.8	SFI	8.0	145@6,400	140@4,000							
Celica GTS Coupe										L-4	3.39 x 3.39	2.0/121.9	SFI	9.2	135@6,000	125@4,800							
Supra Turbo										L-6	3.27 x 3.58	3.0/180.3	SFI	8.4	230@5,600	246@4,000							
Camry V-6										V-6	3.44 x 2.74	2.5/153	EFI	9.0	153@5,600	155@4,400							
VOLKSWAGEN Fox 2-dr.	92.8	163.4	63.0	53.7	2,126	36.6	41.1	53.1	53.9	L-4	3.19 x 3.40	1.8/109	MFI	9.0	81@5,500	93@3,250	12.4	6.4	3.7	3.89	F	13	31.5
Cabriolet	94.5	153.1	64.6	55.6	2,274	37.4	39.4	55.3	54.0	L-4	3.19 x 3.40	1.8/109	MFI	9.0	90@5,500	100@3,000	13.8	5.1	4.3	3.67	F	13	31.2
Scirocco 16V	94.5	165.7	64.8	51.4	2,287	36.6	42.2	55.3	54.0	L-4	3.19 x 3.40	1.8/109	MFI	10.0	123@5,800	120@4,250	13.8	5.1	4.3	3.67	F	14	31.2
Jetta Carat 2-dr./4dr.	97.3	171.7	65.5	55.7	2,433	38.1	39.5	56.3	56.0	L-4	3.19 x 3.40	1.8/109	MFI	10.0	105@5,400	110@3,400	14.5	7.3	4.3	3.67	F	13	34.4
Jetta GLI 16V	97.3	171.7	66.1	55.7	2,416	38.1	39.5	56.3	56.0	L-4	3.19 x 3.40	1.8/109	MFI	10.0	123@5,800	120@4,250	14.5	7.3	4.3	3.67	F	14	34.4
Quantum	100.4	179.5	67.2	54.8	2,646	38.2	42.3	55.7	56.0	L-5	3.19 x 3.40	2.2/136	MFI	8.5	110@5,500	122@2,400	15.8	8.5	4.0	4.90	F	14	31.5
Quantum Wagon	100.4	180.7	66.7	58.0	2,745	38.1	42.3	55.7	56.0	L-5	3.19 x 3.40	2.2/136	MFI	8.5	110@5,500	122@2,400	15.8	8.5	4.0	4.90	F	14	31.5
Quantum Syncro Wagon	100.4	180.7	66.7	58.0	3,034	38.1	42.3	55.6	56.5	L-5	3.19 x 3.40	2.2/136	MFI	8.5	115@5,500	126@3,000	15.8	8.5	4.0	4.10	4	14	31.5
VOLVO 240	104.3	189.9	67.3	56.3	2,928	37.9	40.1	56.3	53.5	4	3.77 x 3.14	2.3/141	FI	9.8	114@5,400	136@2,750	15.8	10.0	4.7	3.31	R	14	32.2
240 Wagon	104.3	190.7	67.7	57.1	3,047	37.9	40.1	56.3	53.5	4	3.77 x 3.14	2.3/141	FI	9.8	114@5,400	136@2,750	15.8	10.0	4.7	3.31	R	14	32.2
740 Sedan	109.1	188.4	69.3	55.5	2,932	38.6	41.0	57.9	57.5	4	3.6 x 3.2	2.3/141	FI	9.8	114@5,400	136@5,400	15.8	10.0	4.7	3.31	R	14	32.5
740 Wagon	109.1	188.4	69.3	56.5	3,177	38.6	41.0	57.9	57.5	4	3.6 x 3.2	2.3/141	FI	9.8	114@5,400	136@5,400	15.8	10.0	4.7	3.31	R	15	32.2
760	109.1	188.4	69.3	55.5	2,932	38.6	41.0	57.9	59.8	V-6	3.64 x 2.92	2.8/173	FI	9.5	145@5,100	173@3,750	21.0	10.6	6.8	3.54	R	15	32.5
760 Wagon	109.1	188.4	69.3	56.5	3,177	38.6	41.0	57.9	57.5	V-6	3.64 x 2.92	2.8/173	FI	9.5	145@5,100	173@3,750	21.0	10.6	6.8	3.31	R	15	32.2
780 Coupe	109.1	188.8	69.3	55.1	3,411	37.2	41.0	57.9	57.5	V-6	3.64 x 2.92	2.8/173	FI	9.5	145@5,100	173@3,750	21.0	10.6	6.8	3.73	R	15	32.5
OPTIONAL ENGINES: 740/760 Turbo										I-4	3.6 x 3.2	2.3/141	FI	8.7	160@5,300	187@2,900							
YUGO GV, GVL, GVS 3-dr.	84.7	139.0	60.7	54.7	1,832	35.8	N.A.	51.5	51.7	4	3.15 x 2.19	1.1/67.1	2V	9.2	52@5,000	52@4,600	8.5	6.9	4.7	3.76	F	13	31.2
GVX	84.6	139.0	60.1	54.1	1,857	37.0	39.0	51.5	51.7	4	3.4 x 2.1	1.3/79.3	2V	9.1	61@5,000	68@4,000	8.4	6.9	4.7	3.76	F	13	31.1

NOTE: This table has been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

List of Abbreviations:
N.A.—Information not available.
F.I.—Fuel Injection.
H.O.—Horizontally Opposed.

PRODUCTS/SPECIFICATIONS

EPA mileage ratings for 1988 models

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
		TWO-SEAT CARS		
50	56	Honda Civic CRX HF	91-FI	M5
45	53	Honda Civic CRX HF	91-FI	M5
34	39	Honda Civic CRX	91-FI	M5
30	37	Honda Civic CRX	91-FI	L4
29	36	Honda Civic CRX	97-FI	M5
28	37	Ford EXP	113-□FI	M5
26	34	Ford EXP	113-*FI	M5
26	31	Toyota MR2	97-FI	M5
25	32	Subaru XT-DL	109-*FI	M5
25	30	Toyota MR2	97-FI	L4
24	35	Pontiac Fiero	151-FI	M5
24	31	Pontiac Fiero	151-FI	L3
24	30	Ford EXP	113-FI	A3
24	30	Toyota MR2	97-FI	M5
22	27	Toyota MR2	97-FI	L4
21	27	Alfa Romeo Spider	120-FI	M5
19	29	Buick Reatta	231-FI	L4
19	23	Maserati Q Turbo	135-FI	A3
18	26	Nissan 300ZX	181-FI	L4
18	24	Pontiac Fiero	173-FI	L3
17	27	Pontiac Fiero	173-FI	M5
17	25	Nis XZ0000ZX Turbo	181-FI	M5
17	25	Nissan 300ZX	181-FI	M5
17	24	Mazda RX-7	80-FI	M5
17	24	Nissan 300ZX Turbo	181-FI	L4
17	24	Chevrolet Corvette	350-FI	M4
17	24	Chevrolet Corvette Convertible	350-FI	M4
17	23	Mazda RX-7	80-FI	L4
17	23	Mazda RX-7 Turbo	80-FI	M5
16	25	Chevrolet Corvette	350-FI	L4
16	25	Chevrolet Corvette Convertible	350-FI	L4
16	24	Cadillac Allante	249-FI	L4
14	17	Mercedes-Benz 560SL	338-FI	A4
13	18	Ferrari 328 GTS-GTB	194-FI	M5
13	17	Jaguar XJ-SC	326-FI	A3
10	15	Ferrari Testarossa	302-FI	M5
6	10	Lamborghini Countach	315-*FI	M5
		MINICOMPACT CARS		
54	58	Chevrolet Sprint Metro	61-2bc	M5
37	43	Suzuki Forsa Turbo	61-FI	M5
37	43	Pontiac Turbo Firefly	61-*FI	M5
37	43	Chevrolet Turbo Sprint	61-FI	M5
26	32	Toyota Celica Convertible	122-FI	M5
25	32	Toyota Celica Convertible	122-FI	L4
24	27	Volkswagen Cabriolet	109-FI	M5
22	24	Volkswagen Cabriolet	109-FI	A3
20	28	Porsche 924S	151-FI	M5
20	28	Porsche 944	151-FI	M5
20	23	Porsche 924S	151-FI	A3
19	27	Porsche 944 Turbo	151-FI	M5
19	26	Porsche 944S	151-FI	M5
19	22	Porsche 944	151-FI	A3
18	25	Porsche 911 Carrera	193-FI	M5
16	22	Porsche 911 Turbo	201-FI	M4
16	21	Porsche 928 S4	302-FI	A4
15	23	Porsche 928 S4	302-FI	M5
13	18	Ferrari 3.2 Mondial Cabriolet	194-FI	M5
		SUBCOMPACT CARS		
44	49	Pontiac Firefly	61-2bc	M5
44	49	Suzuki Forsa	61-2bc	M5
44	49	Chevrolet Sprint	61-2bc	M5
39	43	Ford Festiva	81-2bc	M5
38	42	Daihatsu Charade	61-FI	M5
38	40	Ford Festiva	81-2bc	M4
38	40	Pontiac Firefly	61-2bc	A3
38	40	Suzuki Forsa	61-2bc	A3
38	40	Chevrolet Sprint	61-2bc	A3
37	41	Isuzu I-Mark	90-2bc	M5
37	41	Chevrolet Spectrum	90-2bc	M5
37	41	Pontiac Sunburst	90-2bc	M5
37	39	Subaru Justy	73-2bc	M5
35	41	Toyota Tercel EZ	89-1bc	M4
35	38	Honda Civic	91-FI	M4
34	38	Dodge Colt	90-2bc	M4
34	38	Plymouth Colt	90-2bc	M4
34	38	Mitsubishi Mirage	90-2bc	M4
33	39	Isuzu I-Mark	90-2bc	M5
33	37	Honda Civic	91-FI	M5
32	37	Dodge Colt	90-2bc	M5
32	37	Plymouth Colt	90-2bc	M5
32	37	Mitsubishi Mirage	90-2bc	M5
31	37	Toyota Tercel	89-1bc	M5
31	35	Toyota Tercel	89-1bc	M4
31	33	Isuzu I-Mark	90-2bc	A3
31	33	Chevrolet Spectrum	90-2bc	A3
31	33	Pontiac Sunburst	90-2bc	A3
30	37	Toyota Corolla FX	97-2bc	M5
30	35	Toyota Corolla	97-2bc	M5
30	34	Mercedes-Benz 190D 2.5 Diesel	152-FI	A4
30	32	Dodge Colt	90-2bc	L3
30	32	Plymouth Colt	90-2bc	L3
29	36	Nissan Sentra Coupe	98-FI	M5
29	35	Honda Civic	91-FI	L4
29	32	Mitsubishi Mirage	90-2bc	L3
28	37	Hyundai Excel	90-2bc	M5
28	37	Mitsubishi Precis	90-2bc	M5
28	36	Isuzu I-Mark Turbo	90-FI	M5
28	36	Chevrolet Spectrum Turbo	90-FI	M5
28	33	Toyota Tercel	89-1bc	L3
28	31	Yugo GV	68-*2bc	M4
27	34	Toyota Corolla	97-2bc	L4
27	33	Hyundai Excel	90-2bc	M4
27	33	Mitsubishi Precis	90-2bc	M4
27	32	Yugo GV	79-*2bc	M5
27	31	Hyundai Excel	90-2bc	L3
27	31	Mitsubishi Precis	90-2bc	L3
27	31	Toyota Corolla FX	97-2bc	L3
27	30	Toyota Corolla	97-2bc	L3
26	34	Nissan Pulsar NX	98-FI	M5
26	32	Toyota Celica	122-FI	M5
26	31	Subaru Hatchback	109-2bc	M5
26	29	Nissan Sentra Coupe	98-FI	L3
25	34	Pontiac Sunbird Convertible	122-FI	M5
25	32	Toyota Celica	122-FI	L4
25	32	Subaru XT	109-*FI	M5
25	31	Dodge Colt Turbo	98-FI	M5
25	31	Plymouth Colt Turbo	98-FI	M5
25	31	Mitsubishi Mirage Turbo	98-FI	M5
25	30	Volkswagen Fox	109-FI	M4
25	30	Ford Mustang	140-FI	M5
25	30	Nissan Pulsar NX	98-FI	L3
25	29	Toyota Corolla	97-FI	M5
25	29	Toyota Corolla FX	97-FI	M5
24	31	Mitsubishi Cordia	122-2bc	M5
24	31	Subaru XT	109-*FI	L4
24	31	Mitsubishi Tredia	122-2bc	M5
24	28	Subaru XT 4wd	109-*FI	M5
24	26	Dodge Colt Turbo	98-FI	L3
24	26	Plymouth Colt Turbo	98-FI	L3
24	26	Mitsubishi Mirage Turbo	98-FI	L3
23	31	Pontiac Sunbird Convertible	122-FI	L3
23	29	Toyota Corolla FX	97-FI	L4
23	29	Nissan Pulsar NX	110-FI	M5
23	28	Dodge Daytona	152-FI	L3
23	28	Chrysler LeBaron Convertible	152-FI	L3
23	28	Nissan 200SX	120-FI	M5
23	27	Honda Prelude 16-valve	119-*FI	M5
23	27	Audi 80-90	121-FI	A3
23	27	Honda Prelude	119-2bc	M5
23	25	Mitsubishi Cordia	122-2bc	L3
23	25	Subaru Hatchback	109-2bc	L3
23	25	Mitsubishi Tredia	122-2bc	L3
22	31	Dodge Daytona	152-2bc	L3
22	31	Chrysler LeBaron Convertible	152-FI	M5
22	30	Audi 80-90	121-FI	M5
22	28	Toyota Celica	122-FI	L4
22	28	Toyota Celica	122-FI	M5
22	28	Mitsubishi Cordia Turbo	110-FI	M5
22	28	Volkswagen Scirocco 16V	109-FI	M5
22	28	Mitsubishi Tredia Turbo	110-FI	M5
22	28	Nissan 200SX	120-FI	L4
21	29	Dodge Daytona Turbo	135-FI	M5
21	29	Chrysler LeBaron Convertible Turbo	135-FI	M5
21	29	Mercedes-Benz 190E 2.3	140-FI	M5
21	28	Nissan Pulsar NX	110-FI	L4
21	27	Ford Mustang	140-FI	L4
21	27	Isuzu Impulse Turbo	121-FI	M5
21	27	Honda Prelude 16-valve	119-*FI	L4
21	27	Saab 900 Convertible Turbo	121-FI	M5
21	24	Mercedes-Benz 190E 2.3	140-FI	A4
20	30	Pontiac Sunbird Convertible Turbo	121-FI	M5
20	29	Chevrolet Cavalier Convertible	173-FI	M5
20	28	Subaru XT	163-FI	L4
20	27	Chevrolet Cavalier Convertible	173-FI	L3
20	27	Pontiac Sunbird Convertible Turbo	121-FI	L3
20	26	Isuzu Impulse Turbo	121-FI	L4
20	26	Isuzu Impulse	138-FI	L4
20	26	Isuzu Impulse	138-FI	M5
20	26	Honda Prelude	119-2bc	L4
20	25	Dodge Daytona Turbo	135-FI	A3
20	25	Chrysler LeBaron Convertible Turbo	135-FI	A3
20	25	Audi 80-90	141-FI	M5
20	23	Mercedes-Benz 190E 2.6	159-FI	A4
20	22	Saab 900 Convertible Turbo	121-FI	A3
19	27	Chevrolet Camaro	173-FI	L4
19	27	Pontiac Firebird Trans Am	173-FI	L4
19	26	Toyota Celica Turbo	122-FI	M5
19	26	Nissan 200SX	181-FI	M5
19	25	Subaru XT 4wd	163-FI	L4
18	27	Ford Mustang	302-FI	L4
18	26	Mercedes-Benz 190E 2.6	159-FI	M5
18	26	Nissan 300ZX 2 + 2	181-FI	L4
18	25	Subaru XT 4wd	163-FI	M5
18	25	Nissan 200SX	181-FI	L4
18	25	Alfa Romeo Milano	182-FI	M5
18	24	Chrysler Conquest Turbo	156-FI	L4
18	24	Alfa Romeo Milano	152-FI	M5
18	24	Mitsubishi Starion Turbo	156-FI	L4
18	24	Audi 80-90 Quattro	141-FI	M5
18	23	Toyota Supra Turbo	180-FI	L4
18	23	Toyota Supra	180-FI	L4
18	23	Toyota Supra Turbo	180-FI	M5
18	23	Toyota Supra	180-FI	M5
18	22	Chrysler Conquest Turbo	156-FI	M5
18	22	Mitsubishi Starion Turbo	156-FI	M5
18	22	Alfa Romeo Milano	152-FI	A3
17	29	BMW 3-Series	140-*FI	M5
17	27	Chevrolet Camaro	173-FI	M5
17	27	Pontiac Firebird Trans Am	173-FI	M5
17	26	Chevrolet Camaro	305-FI	L4
17	26	Pontiac Firebird Trans Am	305-FI	L4
17	25	Nissan 300ZX 2 + 2	181-FI	M5
17	25	Chevrolet Camaro	305-FI	L4
17	22	Mercedes-Benz 300CE	181-FI	A4
16	26	Chevrolet Camaro	305-FI	M5
16	26	Pontiac Firebird Trans Am	305-FI	M5
16	25	Chevrolet Camaro	350-FI	L4
16	25	Chevrolet Camaro	305-FI	M5
16	25	Pontiac Firebird Trans Am	350-FI	L4
16	25	Pontiac Firebird Trans Am	305-FI	M5
16	24	Ford Mustang	302-FI	M5
15	20	BMW 6-Series	209-*FI	M5
14	18	BMW 6-Series	209-*FI	L4
13	17	Jaguar XJ-S	326-FI	A3
10	19	BMW 6-Series	211-*FI	M5
9	11	Rolls-Royce Bentley Continental	412-FI	A3
9	11	Rolls-Royce Corniche II	412-FI	A3
		COMPACT CARS		
33	42	Ford Escort	113-□FI	M4
31	40	Pontiac LeMans	98-FI	M5
30	39	Pontiac LeMans	98-FI	M4
30	37	Chevrolet Nova	97-2bc	M5
29	36	Nissan Sentra	98-FI	M5
29	35	Nissan Sentra	98-FI	M4
28	37	Ford Escort	113-□FI	M5
28	35	Mercury Tracer	97-FI	M5
28	33	Mazda 323	98-FI	M5
27	38	Oldsmobile Firenza	122-FI	M5
27	38	Buick Skyhawk	122-FI	M5
27	38	Pontiac Sunbird	122-FI	M5
27	34	Honda Accord	119-2bc	M5
27	32	Pontiac LeMans	98-FI	L3
27	31	Chevrolet Nova	97-2bc	L3
26	34	Ford Escort	113-*FI	M5
26	32	Toyota Camry	122-FI	M5
26	32	Oldsmobile Firenza	122-FI	L3
26	32	Buick Skyhawk	122-FI	L3
26	32	Pontiac Sunbird	122-FI	L3
26	30	Ford Laser	98-FI	M4
26	30	Mazda 323	98-FI	M4
26	29	Nissan Sentra	98-FI	L3
25	36	Chevrolet Cavalier	121-FI	M5
25	36	Oldsmobile Cutlass Calais	138-FI	M5
25	36	Oldsmobile Firenza	121-FI	M5
25	36	Pontiac Grand Am	138-FI	M5
25	36	Buick Skyhawk	121-FI	M5
25	35	Chevrolet Beretta	121-FI	M5
25	35	Chevrolet Corsica	121-FI	M5
25	34	Plymouth Horizon	135-FI	M5
25	34	Dodge Omni	135-FI	M5
25	34	Volkswagen Jetta	109-FI	M5
25	33	Volkswagen Golf	109-FI	M5
25	33	Dodge Shadow	135-FI	M5
25	33	Plymouth Sundance	135-FI	M5
25	32	Toyota Camry	122-FI	L4
25	32	Chevrolet Cavalier	121-FI	L3
25	32	Oldsmobile Firenza	121-FI	L3
25	32	Buick Skyhawk	121-FI	L3
25	32	Subaru 3-dr. Sedan	109-□FI	M5
25	30	Honda Accord	119-FI	M5
25	30	Toyota Camry	122-FI	L4
25	30	Plymouth Horizon	135-FI	L3
25	30	Dodge Omni	135-FI	L3
25	29	Chevrolet Nova	97-FI	M5
25	29	Mercury Tracer	97-FI	A3
25	27	Subaru 3-dr. Sedan	109-□FI	L3
24	34	Oldsmobile Cutlass Calais	138-FI	L3
24	34	Pontiac Grand Am	138-FI	L3
24	34	Buick Skylark	138-FI	L3
24	31	Chevrolet Beretta	121-FI	L3
24	31	Chevrolet Corsica	121-FI	L3
24	30	Ford Escort	113-FI	A3
24	30	Honda Accord	119-2bc	L4
24	30	Ford Laser	98-FI	L4
24	30	Mazda 323	98-FI	L4
24	29	Dodge Shadow	135-FI	L3
24	28	Chevrolet Nova	97-FI	L4
23	33	Oldsmobile Cutlass Calais	151-FI	M5
23	33	Pontiac Grand Am	151-FI	M5
23	33	Buick Skylark	151-FI	M5
23	31	Oldsmobile Cutlass Calais	151-FI	L3
23	31	Pontiac Grand Am	151-FI	L3
23	31	Dodge Shadow	152-FI	M5
23	31	Buick Skylark	151-FI	L3
23	31	Plymouth Sundance	152-FI	M5
23	29	Honda Accord	119-FI	L4
23	28	Volkswagen Golf	109-FI	A3
23	28	Volkswagen Jetta	109-FI	A3
23	28	Chrysler LeBaron	135-FI	L3
23	28	Chrysler LeBaron	152-FI	L3
23	28	Dodge Shadow	152-FI	L3
23	28	Plymouth Sundance	152-FI	L3
23	28	Plymouth Sundance	135-FI	L3
22	31	Chrysler LeBaron	152-FI	M5
22	29	Volkswagen GTI 16V	109-FI	M5
22	29	Volkswagen Jetta GLI 16V	109-FI	M5
22	28	Nissan Stanza	120-FI	M5
22	27	Toyota Camry	122-FI	M5
22	27	Mazda 323 Turbo	98-FI	M5
22	27	Saab 900 Turbo	121-FI	M5
22	27	Saab 900	121-FI	M5
22	27	Ford Tempo	140-FI	A3
22	27	Mercury Topaz	140-FI	A3
22	27	Volvo 240 DL, 240 GL	141-FI	M5
22	24	Subaru 3-dr. Sedan Turbo	109-FI	A3
21	31	Pontiac Sunbird Turbo	121-FI	M5
21	29	Chrysler LeBaron Turbo	135-FI	M5
21	29	Dodge Shadow Turbo	135-FI	M5
21	29	Plymouth Sundance Turbo	135-FI	M5
21	27	Mercury Cougar	231-FI	L4
21	27	Saab 900 Turbo	121-FI	M5
21	27	Saab 900	121-FI	M5
21	27	Nissan Stanza	120-FI	L4
21	27	Subaru 3-dr. Sedan 4wd Turbo	109-FI	L4
21	27	Ford Thunderbird	231-FI	L4
21	25	Subaru 3-dr. Sedan 4wd Turbo	109-FI	M5
21	24	Mazda 323 Turbo	98-FI	M5
20	30	Pontiac Grand Am Turbo	121-FI	M5
20	29	Chevrolet Cavalier	173-FI	M5
20	29	Cadillac Cimarron	173-FI	M5
20	27	Chevrolet Cavalier	173-FI	L3
20	27	Cadillac Cimarron	173-FI	L3
20	27	Pontiac Grand Am Turbo	121-FI	L3
20	27	Pontiac Sunbird Turbo	121-FI	L3
20	26	Chevrolet Beretta	173-FI	L3
20	26	Chevrolet Corsica	173-FI	L3
20	25	Chrysler LeBaron Turbo	135-FI	A3
20	25	Dodge Shadow Turbo	135-FI	A3
20	25	Plymouth Sundance Turbo	135-FI	A3
20	25	Merkur XR4Ti Turbo	140-FI	M5
20	24	Volvo 240 DL, 240 GL	141-FI	A4
20	24	Mercedes-Benz 260E	159-FI	A4
20	23	Saab 900 Turbo	121-FI	A3
19	29	Chevrolet Beretta	173-FI	M5
19	29	Chevrolet Beretta	173-FI	M5
19	29	Chevrolet Corsica	173-FI	M5
19	29	Chevrolet Corsica	173-FI	M5
19	27	Oldsmobile Cutlass Calais	181-FI	L3
19	27	Buick Skylark	181-FI	L3
19	25	BMW 5-Series	164-*FI	M5
19	24	Austin Rover Sterling	152-FI	M5
19	24	Acura Legend	163-FI	M5
19	24	Volkswagen Quantum	136-FI	M5
19	23	BMW 5-Series	164-*FI	L4
19	22	Peugeot 505 Sedan	132-*FI	L4
19	22	Saab 900	121-FI	A3
19	21	Saab 900	121-FI	A3
18	27	Ford Thunderbird	302-FI	L4
18	27	Ford Thunderbird Turbo	140-FI	M5
18	26	Nissan Maxima	181-FI	M5
18	26	Mercedes-Benz 260E	159-FI	M5
18	25	Mercury Cougar	302-FI	L4
18	25	Jaguar XJ-6	219-FI	L4
18	24	Toyota Cressida	168-FI	L4
18	24	Nissan Maxima	181-FI	L4
18	24	Peugeot 505 Sedan Turbo	131-*FI	M5
18	23	Austin Rover Sterling	152-FI	L4
18	23	Acura Legend	163-FI	L4
18	23	Peugeot 505 Sedan	131-*FI	M5
18	22	Mitsubishi Galant Sigma	181-*FI	A4
18	22	Volkswagen Quantum	136-FI	A3
18	22	Peugeot 505 Sedan	174-*FI	L4
18	22	Peugeot 505 Sedan Turbo	131-*FI	L4
18	22	Peugeot 505 Sedan	174-*FI	M5
18	21	Merkur XR4Ti Turbo	140-FI	A3
17	25	Mercedes-Benz 300E	181-FI	M5
17	24	Mitsubishi Galant Sigma	181-*FI	M5
17	24	Jaguar XJ-6	219-FI	L4
17	23	Ford Thunderbird Turbo	140-FI	L4
17	22	Mercedes-Benz 300E	181-FI	A4
17	20	Volvo 760	174-FI	A4
16	21	BMW 5-Series	209-*FI	L4
15	21	BMW 5-Series	209-*FI	M5
13	16	Mercedes-Benz 560SEC	338-FI	A4
10	19	BMW 5-Series	211-*FI	M5
		MID-SIZE CARS		
25	34	Dodge Lancer	135-FI	M5
25	34	Chrysler LeBaron GTS	135-FI	M5
25	33	Dodge Aries	135-FI	M5
25	33	Plymouth Reliant	135-FI	M5
25	33	Eagle Renault Medallion Sedan	132-*FI	M5
25	30	Dodge Aries	135-FI	L3
25	30	Plymouth Reliant	135-FI	L3
24	31	Chevrolet Celebrity	151-FI	L3
24	31	Buick Century	151-FI	L3
24	31	Oldsmobile Cutlass Ciera	151-FI	L3
24	31	Mazda 626, MX-6	133-FI	M5
24	31	Pontiac 6000	151-FI	L3
23	32	Ford Taurus	152-FI	M5
23	28	Plymouth Caravelle	135-FI	L3
23	28	Plymouth Caravelle	152-FI	L3
23	28	Dodge Dynasty	152-FI	L3
23	28	Dodge Lancer	152-FI	L3
23	28	Dodge Lancer	135-FI	L3
23	28	Chrysler LeBaron GTS	135-FI	L3
23	28	Chrysler LeBaron GTS	152-FI	L3
23	28	Dodge 600	152-FI	L3
23	28	Dodge 600	135-FI	L3
23	27	Dodge Aries	152-FI	L3
23	27	Plymouth Reliant	152-FI	L3
22	31	Dodge Lancer	152-FI	M5
22	31	Chrysler LeBaron GTS	152-FI	M5
22	28	Mazda 626, MX-6	133-FI	L4
22	27	Volvo 740, 760	141-FI	M5
21	29	Chevrolet Celebrity	173-FI	L4
21	29	Buick Century	173-FI	L4
21	29	Oldsmobile Cutlass Ciera	173-FI	L4
21	29	Dodge Lancer Turbo	135-FI	M5
21	29	Chrysler LeBaron GTS Turbo	135-FI	M5
21	29	Mercury Sable	182-FI	L4
21	29	Ford Taurus	182-FI	L4
21	28	Mazda 626, MX-6 Turbos	133-FI	M5
21	26	Ford Taurus	152-FI	A3
21	26	Volvo 740, 760	141-FI	L4
20	29	Chevrolet Celebrity	173-FI	M5
20	29	Oldsmobile Cutlass Supreme	173-FI	L4
20	29	Pontiac Grand Prix	173-FI	L4
20	29	Buick Regal	173-FI	L4
20	29	Pontiac 6000	173-FI	L4
20	29	Pontiac 6000	173-FI	M5
20	27	Chevrolet Celebrity	173-FI	L3
20	27	Buick Century	172-FI	L3
20	27	Oldsmobile Cutlass Ciera	173-FI	L3
20	27	Pontiac 6000	173-FI	L3
20	26	Eagle Renault Medallion Sedan	132-*FI	A3
20	25	Plymouth Caravelle Turbo	135-FI	A3
20	25	Dodge Lancer Turbo	135-FI	A3
20	25	Chrysler LeBaron GTS Turbo	135-FI	A3
20	25	Chrysler New Yorker Turbo	135-FI	A3
20	25	Audi 5000S	141-FI	M5
20	25	Dodge 600 Turbo	135-FI	A3
20	25	Volvo 740, 760 Turbos	141-FI	M4
19	29	Buick Century	231-FI	L4
19	29	Oldsmobile Cutlass Ciera	231-FI	L4
19	29	Buick Riviera	231-FI	L4
19	29	Oldsmobile Toronado	231-FI	L4
19	28	Oldsmobile Cutlass Supreme	173-FI	M5
19	28	Pontiac Grand Prix	173-FI	M5
19	27	Chevrolet Monte Carlo	262-FI	L4
19	26	Dodge Dynasty	181-FI	L3
19	26	Chrysler New Yorker, Fifth Avenue	181-FI	L3
19	25	Mazda 626, MX-6 Turbos	133-FI	L4
19	23	Mazda 929	180-FI	L4
19	23	Audi 5000S	141-FI	A3
19	22	Volvo 740, 760 Turbos	141-FI	A4
18	26	Audi 5000CS Turbo	136-FI	M5
18	25	Oldsmobile Cutlass Supreme Classic	307-4bc	L4
18	24	Mazda 929	180-FI	M5
18	24	Audi 5000S Quattro	141-FI	M5
18	22	Audi 5000CS Turbo	136-FI	A3
17	25	Audi 5000CS Quattro Turbo	136-FI	M5
17	24	Lincoln Mark VII	302-FI	L4
17	24	Cadillac Eldorado	275-FI	L4
17	24	Chevrolet Monte Carlo	305-4bc	L4
17	24	Cadillac Seville	275-FI	L4
17	23	Dodge Diplomat	318-2bc	L3
17	23	Plymouth Gran Fury	318-2bc	L3
17	23	Chrysler Newport, Fifth Avenue	318-2bc	L3
17	23	Merkur Scorpio	170-FI	M5
17	23	Merkur Scorpio	179-FI	L4
17	20	Volvo 740, 760	174-FI	A4
17	19	Mercedes-Benz 300SEL	181-FI	A4
15	22	BMW 7-Series	209-*FI	M5
15	18	Mercedes-Benz 420SEL	256-FI	A4
14	19	BMW 7-Series	209-*FI	L4
13	16	Mercedes-Benz 560SEL	338-FI	A4
9	11	Rolls-Royce Bentley Eight, Bentley Mulsanne	412-FI	A3
9	11	Rolls-Royce Silver Spirit, Silver Spur	412-FI	A3
		LARGE CARS		
24	32	Eagle Premier	150-FI	M5
22	31	Eagle Premier	150-FI	L4
21	27	Saab 9000	121-FI	M5
20	28	Saab 9000 Turbo	121-FI	M5
19	29	Pontiac Bonneville	231-FI	L4
19	29	Oldsmobile Delta 88	321-FI	L4
19	29	Buick Electra	231-FI	L4
19	29	Buick LeSabre	231-FI	L4
19	29	Oldsmobile Ninety-Eight, Touring	231-FI	L4
19	27	Chevrolet Caprice	262-FI	L4
19	26	Saab 9000 Turbo	121-FI	L4
18	27	Eagle Premier	182-FI	L4
17	24	Cadillac Brougham	307-4bc	L4
17	24	Mercury Grand Marquis	302-FI	L4
17	24	Ford LTD Crown Victoria	302-FI	L4
17	24	Saab 9000	121-FI	L4
17	24	Lincoln Town Car	302-FI	L4
17	24	Cadillac DeVille	275-FI	L4
17	24	Cadillac Fleetwood	275-FI	L4
16	24	Chevrolet Caprice	305-4bc	L4
9	11	Rolls-Royce Silver Spur Limousine	412-FI	A3
		SMALL STATION WAGONS		
33	42	Ford Escort Wagon	113-□FI	M4
30	35	Toyota Corolla Wagon	97-2bc	M5
28	37	Ford Escort Wagon	113-□FI	M5
28	35	Nissan Sentra Wagon	98-FI	M5
28	33	Mazda 323 Wagon	98-FI	M5
27	38	Oldsmobile Firenza Cruiser	122-FI	M5
27	38	Buick Skyhawk Wagon	122-FI	M5
27	38	Pontiac Sunbird Wagon	122-FI	M5
27	30	Toyota Corolla Wagon	97-2bc	L3
26	32	Toyota Camry Wagon	122-FI	M5
26	32	Oldsmobile Firenza Cruiser	122-FI	L3
26	32	Pontiac Sunbird Wagon	122-FI	L3
26	30	Toyota Tercel Wagon	89-2bc	M5
26	28	Nissan Sentra Wagon	98-FI	L3
25	36	Chevrolet Cavalier Wagon	121-FI	M5
25	36	Oldsmobile Firenza Cruiser	121-FI	M5
25	36	Buick Skyhawk Wagon	121-FI	M5
25	32	Chevrolet Cavalier Wagon	121-FI	L3
25	32	Oldsmobile Firenza Cruiser	121-FI	L3
25	32	Buick Skyhawk Wagon	121-FI	L3
25	31	Subaru Wagon	109-□FI	M5
25	30	Toyota Camry Wagon	122-FI	L4
25	30	Volkswagen Fox Wagon	109-FI	M4
25	29	Nissan Sentra Wagon 4wd	98-FI	M5
25	29	Mercury Tracer Wagon	97-*FI	A3
25	27	Subaru Wagon	109-□FI	L3
24	31	Buick Skyhawk Wagon	122-FI	L3
24	30	Ford Escort Wagon	113-FI	A3
24	28	Mazda 323 Wagon	98-FI	A3
24	25	Toyota Tercel Wagon	89-2bc	A3
23	29	Dodge Colt Vista	122-FI	M5
23	29	Plymouth Colt Vista	122-FI	M5
23	24	Dodge Colt Vista	122-FI	L3
23	24	Plymouth Colt Vista	122-FI	L3
23	24	Mitsubishi Space Wagon	122-FI	L3
22	24	Subaru Wagon Turbo	109-FI	A3
21	27	Subaru Wagon 4wd Turbo	109-FI	L4
21	25	Subaru Wagon 4wd Turbo	109-FI	M5
20	29	Chevrolet Cavalier Wagon	173-FI	M5
20	27	Chevrolet Cavalier Wagon	173-FI	L3
19	23	Volkswagen Quantum Wagon	136-FI	M5
18	24	Nissan Maxima Wagon	181-FI	L4
18	22	Volkswagen Quantum Wagon	136-FI	A3
17	21	Volkswagen Quantum Syncro Wagon	136-FI	M5
		MID-SIZE STATION WAGONS		
25	34	Plymouth Reliant Wagon	135-FI	M5
25	33	Dodge Aries Wagon	135-FI	M5
24	33	Eagle Renault Medallion Wagon	132-*FI	M5
24	31	Chevrolet Celebrity Wagon	151-FI	L3
23	28	Dodge Aries Wagon	152-FI	L3
23	28	Dodge Aries Wagon	135-FI	L3
23	28	Plymouth Reliant Wagon	152-FI	L3
23	28	Plymouth Reliant Wagon	135-FI	L3
23	28	Chrysler Town & Country Wagon	152-FI	L3
22	29	Buick Century Wagon	151-FI	L3
22	29	Oldsmobile Cutlass Cruiser	151-FI	L3
22	29	Pontiac 6000 Wagon	151-FI	L3
22	28	Volvo 240 DL, 240 GL Wagon	141-FI	M5
22	28	Volvo 740, 760 Wagon	141-FI	M5
22	27	Nissan Stanza Wagon 2wd	120-FI	M5
21	29	Mercury Sable Wagon	182-FI	L4
21	29	Ford Taurus Wagon	182-FI	L4
21	26	Volvo 740, 760 Wagon	141-FI	L4
21	25	Nissan Stanza Wagon 2wd	120-FI	L4
20	29	Chevrolet Celebrity Wagon	173-FI	L4
20	29	Buick Century Wagon	173-FI	L4
20	29	Oldsmobile Cutlass Cruiser	173-FI	L4
20	29	Potiac 6000 Wagon	173-FI	L4
20	25	Chrysler Town & Country Wagon Turbo	135-FI	A3
20	25	Volvo 740, 760 Wagon Turbos	141-FI	M4
20	24	Volvo 240 DL, 240 GL Wagon	141-FI	A4
19	29	Buick Century Wagon	231-FI	L4
19	29	Oldsmobile Cutlass Cruiser	231-FI	L4
19	28	Chevrolet Celebrity Wagon	173-FI	M5
19	28	Pontiac 6000 Wagon	173-FI	M5
19	26	Mercury Sable Wagon V-6	182-FI	L4
19	26	Ford Taurus Wagon V-6	182-FI	L4
19	24	Eagle Renault Medallion Wagon	132-*FI	A3
19	22	Peugeot 505 Station Wagon	131-*FI	L4
19	22	Volvo 740, 760 Wagon Turbo	141-FI	A4
18	24	Audi 5000S Wagon	141-FI	M5
18	22	Audi 5000S Wagon	141-FI	A3
18	22	Peugeot 505 Station Wagon Turbo	131-*FI	L4
18	22	Peugeot 505 Station Wagon	131-*FI	M5

PRODUCTS/SPECIFICATIONS

1988 import-car models offered in the U.S.

(As of Feb. 25, 1988)

	4-Door Models	2-Door Models	Convert-ibles	Wagons	1988 Totals	(Totals, Mar. 1, 1987*)
Acura	5	5	0	0	10	(6)
Alfa Romeo	3	0	3	0	6	(6)
Aston Martin	1	2	2	0	5	(5)
Audi	8	0	0	2	10	(8)
Austin Rover Sterling	2	0	0	0	2	(2)
Bentley	2	0	1	0	3	(2)
Bertone	0	2	0	0	2	(1)
BMW	8	6	1	0	15	(17)
Chevrolet Spectrum	2	2	0	0	4	(2)
Chevrolet Sprint	1	3	0	0	4	(4)
Chrysler Conquest	0	1	0	0	1	(1)
Daihatsu	0	3	0	0	3	(0)
Dodge Colt	3	3	0	3	9	(7)
Eagle Medallion**	0	0	0	0	0	(0)
Ferrari	0	4	1	0	5	(5)
Ford Festiva	0	3	0	0	3	(0)
Honda***	0	10	0	0	10	(10)
Hyundai	5	3	0	0	8	(8)
Isuzu	3	5	0	0	8	(5)
Jaguar	2	2	1	0	5	(5)
Lamborghini	0	2	0	0	2	(2)
Lotus	0	2	0	0	2	(1)
Maserati	1	1	1	0	3	(4)
Mazda***	11	9	1	1	22	(20)
Mercedes-Benz	8	3	0	1	12	(13)
Mercury Merkur	1	1	0	0	2	(1)
Mercury Tracer	1	1	0	0	2	(0)
Mitsubishi	3	8	0	0	11	(15)
Nissan***	5	14	0	6	25	(24)
Peugeot	6	0	0	4	10	(13)
Plymouth Colt	3	3	0	3	9	(7)
Pontiac LeMans	2	3	0	0	5	(0)
Porsche	0	10	2	0	12	(9)
Renault Medallion**	2	0	0	1	3	(3)
Rolls-Royce	3	0	1	0	4	(4)
Saab	4	3	1	0	8	(8)
Subaru	7	15	0	8	30	(32)
Toyota***	9	20	1	5	35	(33)
TVR	0	0	0	0	0	(2)
Volkswagen***	4	2	3	3	12	(12)
Volvo	6	1	0	5	12	(11)
Yugo	0	3	0	0	3	(2)
1988 Totals	**121**	**155**	**19**	**42**	**337**	
Totals (March 1, 1987)	**116**	**135**	**16**	**43**		**(310)**

NOTES: *—Revised.
**—Renault Medallion will become Eagle Medallion in May 1988.
***—U.S.-built models of Honda, Mazda, Nissan, Toyota and Volkswagen are omitted from the import model count.

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
17	25	Audi 5000CS Quattro Wagon Turbo	136-FI	M5
17	20	Mercedes-Benz 300TE	181-FI	A4

LARGE STATION WAGONS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
17	24	Chevrolet Caprice Wagon	307-4bc	L4
17	24	Oldsmobile Custom Cruiser	307-4bc	L4
17	24	Mercury Grand Marquis Wagon	302-FI	L4
17	24	Buick LeSabre, Electra Wagon	307-4bc	L4
17	24	Ford LTD Crown Victoria Wagon	302-FI	L4
17	24	Pontiac Safari Wagon	307-4bc	L4

SMALL PICKUP TRUCKS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
24	30	Chevrolet S10 Pickup 2wd	151-FI	M5
24	30	GMC S15 Pickup 2wd	151-FI	M5
24	28	Ford Ranger Pickup 2wd	140-FI	M5
23	28	Dodge Ram 50 2wd	122-2bc	M5
23	28	Mitsubishi Truck 2wd	122-2bc	M5
23	27	Toyota Truck 2wd	144-2bc	M4
23	27	Toyota Truck 2wd	144-FI	M5
23	26	Dodge Ram 50 2wd	122-2bc	A4
23	26	Mitsubishi Truck 2wd	122-2bc	A4
22	27	Ford Ranger Pickup 2wd	140-FI	L4
22	27	Ford Ranger Pickup 4wd	140-FI	M5
22	26	Ford Ranger Pickup 2wd	122-★2bc	M5
22	26	Nissan Truck 2wd	146-FI	M5
22	23	Toyota Truck 2wd	144-FI	A4
21	28	Chevrolet S10 Pickup 2wd	151-FI	L4
21	28	GMC S15 Pickup 2wd	151-FI	L4
21	26	Ford Courier	133-2bc	M5
21	26	Mazda B2200, B2600	133-2bc	M5
21	25	Mazda B2200, B2600	133-2bc	M4
21	25	Toyota Truck 2wd	144-★2bc	M5
21	25	Toyota Truck 2wd	144-2bc	M5
21	24	Nissan Truck 2wd	146-FI	M4
21	23	Toyota Truck 2wd	144-★2bc	M4
20	26	Nissan Truck 2wd	146-FI	L4
20	25	Ford Courier	133-2bc	L4
20	25	Mazda B2200, B2600	133-2bc	L4
20	25	Dodge Ram 50 2wd	156-2bc	M5
20	25	Mitsubishi Truck 2wd	156-2bc	M5
20	24	Toyota Truck 2wd Turbo	144-FI	M5
20	22	Dodge Ram 50 2wd	156-2bc	A4
20	22	Mitsubishi Truck 2wd	156-2bc	A4
19	26	Chevrolet S10 Pickup 2wd	173-FI	M5
19	26	GMC S15 Pickup 2wd	173-FI	M5
19	25	Chevrolet S10 Pickup 2wd	173-FI	M4
19	25	GMC S15 Pickup 2wd	173-FI	M4
19	24	Ford Ranger Pickup 2wd	179-FI	M5
18	24	Mazda B2200, B2600	156-2bc	M5
18	23	Ford Ranger Pickup 4wd	179-FI	M5
18	22	Ford Ranger Pickup 2wd	179-FI	L4
18	21	Mazda B2200, B2600	156-2bc	L4
18	21	Nissan Truck 2wd	181-FI	L4
17	25	Chevrolet S10 Pickup 2wd	173-FI	L4
17	25	GMC S15 Pickup 2wd	173-FI	L4
17	24	Nissan Truck 2wd	181-FI	M5
17	21	Ford Courier Pickup 4wd	156-2bc	M5
17	21	Mazda B2600 4wd	156-2bc	M5
17	21	Ford Ranger Pickup 4wd	179-FI	L4
17	18	Mazda B2600 4wd	156-2bc	L3

STANDARD PICKUP TRUCKS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
23	28	Dodge Dakota 2wd	135-2bc	M5
22	25	Jeep Comanche 2wd	150-FI	M4
22	25	Jeep Comanche 4wd	150-FI	M4
22	23	Toyota 1-Ton Truck 2wd	144-FI	A4
21	24	Jeep Comanche 2wd	150-FI	M5
21	24	Toyota Truck 4wd	144-FI	M5
20	27	Chevrolet T10 Pickup 4wd	151-FI	M5
20	27	GMC T15 Pickup 4wd	151-FI	M5
20	26	Chevrolet T10 Pickup 4wd	151-FI	L4
20	26	GMC T15 Pickup 4wd	151-FI	L4
20	23	Jeep Comanche 4wd	150-FI	M5
20	23	Chevrolet C20 Pickup 2wd Diesel	379-★FI	M4
20	23	GMC C25 Pickup 2wd Diesel	379-★FI	M4
20	22	Chevrolet C10 Pickup 2wd Diesel	379-★FI	M4
20	22	GMC C15 Pickup 2wd Diesel	379-★FI	M4
19	25	Chevrolet C10 Pickup 2wd Diesel	379-★FI	L4
19	25	GMC C15 Pickup 2wd Diesel	379-★FI	L4
19	22	Dodge Power Ram 50 4wd	156-2bc	M5
19	22	Mitsubishi Truck 4wd	156-2bc	M5
19	22	Toyota 1-Ton Truck 2wd	144-FI	M5
18	25	Chevrolet C20 Pickup 2wd Diesel	379-★FI	L4
18	25	GMC C25 Pickup 2wd Diesel	379-★FI	L4
18	24	Jeep Comanche 2wd	150-FI	L4
18	24	Jeep Comanche 2wd	242-FI	M5
18	24	Chevrolet T10 Pickup 4wd	173-FI	M5
18	24	GMC T15 Pickup 4wd	173-FI	M5
18	23	Jeep Comanche 4wd	150-FI	L4
18	23	Jeep Comanche 4wd	242-FI	M5
18	23	Chevrolet T10 Pickup 4wd	173-FI	M4
18	23	GMC T15 Pickup 4wd	173-FI	M4
18	21	Toyota Truck 4wd	144-FI	L4
18	19	Dodge Power Ram 50 4wd	156-2bc	A4
18	19	Mitsubishi Truck 4wd	156-2bc	A4
18	18	Chevrolet K10 Pickup 4wd Diesel	379-★FI	M4
18	18	GMC K15 Pickup 4wd Diesel	379-★FI	M4C
18	18	Chevrolet K20 Pickup 4wd Diesel	379-★FI	M4
18	18	GMC K25 Pickup 4wd Diesel	379-★FI	M4
17	24	Chevrolet T10 Pickup 4wd	173-FI	L4
17	24	GMC T15 Pickup 4wd	173-FI	L4
17	23	Chevrolet C10 Pickup 2wd	262-FI	M5
17	23	GMC C15 Pickup 2wd	262-FI	M5
17	23	Chevrolet C20 Pickup 2wd	262-FI	M5
17	23	GMC C25 Pickup 2wd	262-FI	M5
17	23	Dodge Dakota 4wd	239-FI	M5
17	22	Chevrolet C10 Pickup 2wd	262-FI	L4
17	22	Chevrolet C10 Pickup 2wd	262-FI	M4
17	22	GMC C15 Pickup 2wd	262-FI	L4
17	22	GMC C15 Pickup 2wd	262-FI	M4
17	22	Dodge Dakota 2wd	239-FI	M5
17	22	Chevrolet K10 Pickup 4wd Diesel	379-★FI	L4
17	22	GMC K15 Pickup 4wd Diesel	379-★FI	L4
17	22	Chevrolet K20 Pickup 4wd Diesel	379-★FI	L4
17	22	GMC K25 Pickup 4wd Diesel	379-★FI	L4
17	21	Nissan Truck 4wd	146-FI	M5
17	20	Chevrolet C10 Pickup 2wd	262-FI	M4
17	20	GMC C15 Pickup 2wd	262-FI	M4
17	20	Dodge Dakota 2wd	239-FI	L3
17	19	Chevrolet C10 Pickup 2wd	262-FI	A3
17	19	GMC C15 Pickup 2wd	262-FI	A3
17	19	Chevrolet C20 Pickup 2wd	262-FI	A3
17	19	GMC C25 Pickup 2wd	262-FI	A3
16	22	Chevrolet C20 Pickup 2wd	262-FI	L4
16	22	GMC C25 Pickup 2wd	262-FI	L4
16	21	Jeep Comanche 2wd	242-FI	L4
16	21	Jeep Comanche 4wd	242-FI	L4
16	20	Chevrolet K10 Pickup 4wd	262-FI	M5
16	20	GMC K15 Pickup 4wd	262-FI	M5
16	20	Chevrolet K20 Pickup 4wd	262-FI	M5
16	20	GMC K25 Pickup 4wd	262-FI	M5
16	20	Ford F150 Pickup 2wd	300-FI	L4
16	20	Ford F150 Pickup 2wd	300-FI	M5
16	20	Chevrolet K10 Pickup 4wd	262-FI	L4
16	20	GMC K15 Pickup 4wd	262-FI	L4
16	19	Jeep J-10 Std. Pickup 4wd	258-2bc	M4
16	19	Chevrolet K20 Pickup 4wd	262-FI	L4
16	19	GMC K25 Pickup 4wd	262-FI	L4
16	18	F150 Pickup 2wd	300-FI	A3
16	18	Chevrolet K10 Pickup 4wd	262-FI	M4
16	18	GMC K15 Pickup 4wd	262-FI	M4
16	18	Chevrolet K20 Pickup 4wd	262-FI	M4
16	18	GMC K25 Pickup 4wd	262-FI	M4
16	18	Chevrolet C20 Pickup 2wd	262-FI	M4
16	18	GMC Pickup 2wd	262-FI	M4
15	21	Chevrolet C10 Pickup 2wd	305-FI	L4
15	21	Chevrolet C10 Pickup 2wd	305-FI	M5
15	21	GMC C15 Pickup 2wd	305-FI	L4
15	21	GMC C15 Pickup 2wd	305-FI	L4
15	20	Chevrolet C10 Pickup 2wd	350-FI	M5
15	20	GMC C15 Pickup 2wd	350-FI	L4
15	19	Dodge Dakota 4wd	239-FI	L3
15	19	Ford F150 Pickup 2wd	300-FI	C5
15	19	Ford F150 Pickup 4wd	300-FI	M5
15	19	Nissan Truck 4wd	181-FI	M5
15	18	Ford F150 Pickup 4wd	300-FI	C5
15	18	Ford F250 Pickup 4wd	300-FI	C5
15	18	Dodge D100, D150 Pickup 2wd	239-FI	L3
15	18	Dodge D250 Pickup 2wd	239-FI	L3
15	18	Ford F250 Pickup 2wd	300-FI	C5
15	17	Chevrolet C10 Pickup 2wd	305-FI	A3
15	17	GMC C15 Pickup 2wd	305-FI	A3
15	17	Dodge D250 Pickup 2wd	239-FI	M4
15	17	Ford F250 Pickup 2wd	300-FI	A3
15	17	Chevrolet K10 Pickup 4wd	262-FI	A3
15	17	GMC K25 Pickup 4wd	262-FI	A3
15	17	Chevrolet K20 Pickup 4wd	262-FI	A3
15	17	GMC K25 Pickup 4wd	262-FI	A3
15	17	Nissan Truck 4wd	181-FI	L4
15	16	Ford F150 Pickup 4wd	300-FI	A3
14	20	Chevrolet C20 Pickup 2wd	305-FI	L4
14	20	Chevrolet C20 Pickup 2wd	305-FI	M5
14	20	GMC C25 Pickup 2wd	305-FI	L4
14	20	GMC C25 Pickup 2wd	305-FI	M5
14	19	Chevrolet C20 Pickup 2wd	350-FI	L4
14	19	GMC C25 Pickup 2wd	350-FI	L4
14	18	Ford F150 Pickup 2wd	302-FI	L4
14	18	Ford F150 Pickup 2wd	302-FI	M5
14	18	Ford F250 Pickup 2wd	302-FI	M5
14	18	Ford F250 Pickup 2wd	302-FI	L4
14	17	Dodge D100, D150 Pickup 2wd	318-FI	L3
14	17	Ford F150 Pickup 4wd	302-FI	L4
14	17	Ford F250 Pickup 2wd	300-FI	M5
14	17	Chevrolet K10 Pickup 4wd	305-FI	L4
14	17	GMC K15 Pickup 4wd	305-FI	L4
14	16	Chevrolet C10 Pickup 2wd	350-FI	M4
14	16	GMC C15 Pickup 2wd	350-FI	M4
14	16	Chevrolet C20 Pickup 2wd	305-FI	A3
14	16	Chevrolet C20 Pickup 2wd	350-FI	M4
14	16	GMC C25 Pickup 2wd	305-FI	A3
14	16	GMC C25 Pickup 2wd	350-FI	M4
14	15	Ford F150 Pickup 2wd	302-FI	A3
13	19	Chevrolet C10 Pickup 2wd	350-FI	M5
13	19	GMC C15 Pickup 2wd	350-FI	M5
13	19	Chevrolet C20 Pickup 2wd	350-FI	M5
13	19	GMC C25 Pickup 2wd	350-FI	M5
13	19	Dodge D100, D150 Pickup 2wd	239-FI	M5
13	18	Chevrolet K20 Pickup 4wd	350-FI	L4
13	18	GMC K25 Pickup 4wd	350-FI	L4
13	17	Ford F150 Pickup 4wd	302-FI	M5
13	17	Ford F250 Pickup 4wd	302-FI	L4
13	17	Chevrolet K10 Pickup 4wd	350-FI	L4
13	17	Chevrolet K10 Pickup 4wd	350-FI	M5
13	17	Chevrolet K10 Pickup 4wd	305-FI	M5
13	17	GMC K15 Pickup 4wd	350-FI	L4
13	17	GMC K15 Pickup 4wd	350-FI	M5
13	17	GMC K15 Pickup 4wd	305-FI	M5
13	17	Chevrolet K20 Pickup 4wd	305-FI	L4
13	17	Chevrolet K20 Pickup 4wd	305-FI	M5
13	17	GMC K25 Pickup 4wd	305-FI	L4
13	17	GMC K25 Pickup 4wd	305-FI	M5
13	16	Ford F250 Pickup 4wd	302-FI	M5
13	15	Chevrolet K10 Pickup 4wd	350-FI	M4
13	15	GMC K15 Pickup 4wd	350-FI	M4
13	15	Chevrolet K20 Pickup 4wd	350-FI	M4
13	15	GMC K25 Pickup 4wd	350-FI	M4
13	14	Dodge D100, D150 Pickup 2wd	318-FI	A3
13	14	Dodge D250 Pickup 2wd	318-FI	A3
13	14	Chevrolet K10 Pickup 4wd	305-FI	A3
13	14	GMC K15 Pickup 4wd	305-FI	A3
13	14	Chevrolet K20 Pickup 4wd	305-FI	A3
13	14	GMC K25 Pickup 4wd	305-FI	A3
13	14	Dodge W100, W150 Pickup 4wd	318-FI	A3
13	13	Ford F150 Pickup 4wd	302-FI	A3
12	16	Dodge D250 Pickup 2wd	318-FI	M4
12	16	Chevrolet K20 Pickup 4wd	350-FI	M5
12	16	GMC K25 Pickup 4wd	350-FI	M5
12	16	Dodge D100, D150 Pickup 2wd	318-FI	M4
12	15	Dodge W100, W150 Pickup 4wd	318-FI	M4
12	15	Dodge W250 Pickup 4wd	318-FI	M4
12	14	Ford F150 Pickup 2wd	351-FI	A3
12	14	Ford F150 Pickup 4wd	351-FI	A3
12	14	Ford F250 Pickup 2wd	351-FI	A3
12	14	Dodge W250 Pickup 4wd	318-FI	A3
11	14	Dodge D100, D150 Pickup 2wd	360-★4bc	M4
11	14	Dodge D250 Pickup 2wd	360-★4bc	M4
11	14	Ford F250 Pickup 4wd	351FI	A3
11	13	Dodge D100, D150 Pickup 2wd	360-★4bc	A3
11	13	Dodge D250 Pickup 2wd	360-★4bc	A3
11	13	Jeep J-10 Std. Pickup 4wd	360-★2bc	A3
11	13	Jeep J-20 Std. Pickup 4wd	360-★2bc	A3
11	12	Dodge W100, W150 Pickup 4wd	360-★4bc	M4
11	12	Dodge W250 Pickup 4wd	360-★4bc	M4
9	11	Dodge W100, W150 Pickup 4wd	360-★4bc	A3
9	11	Dodge W250 Pickup 4wd	360-★4bc	A3

VANS

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
22	28	Chevrolet Astro 2wd (Cargo)	151-FI	M5
22	28	GMC Safari 2wd (Cargo)	151-FI	M5
22	23	Toyota Van 2wd (Cargo)	137-FI	M5
22	23	Toyota Van 2wd (Passenger)	137-FI	M5
21	23	Toyota Van 2wd (Cargo)	137-FI	L4
21	23	Toyota Van 2wd (Passenger)	137-FI	L4
20	25	Chevrolet Astro 2wd (Cargo)	151-FI	L4
20	25	GMC Safari 2wd (Cargo)	151-FI	L4
20	24	Chevrolet G10-20 Van 2wd Diesel	379-★FI	M4
20	24	GMC G15-25 Vandura 2wd Diesel	379-★FI	M4
20	22	Toyota Van 4wd (Cargo)	137-FI	M5
20	22	Toyota Van 4wd (Passenger)	137-FI	M5
19	22	Mitsubishi Van	143-FI	L4
19	21	Toyota Van 4wd (Cargo)	137-FI	L4
19	21	Toyota Van 4wd (Passenger)	137-FI	L4
18	24	Ford Aerostar Van	183-FI	M5
18	23	Chevrolet G10-20 Van 2wd Diesel	379-★FI	L4
18	23	GMC G15-25 Vandura 2wd Diesel	379-★FI	L4
18	22	Nissan Van (Cargo)	146-FI	M5
18	22	Nissan Van (Passenger)	146-FI	M5
18	21	Chevrolet G10-20 Sportvan 2wd Diesel	379-★FI	M4
18	21	GMC G15-25 Rally 2wd Diesel	379-★FI	M4
18	21	Nissan Van (Cargo)	146-FI	L4
18	21	Nissan Van (Passenger)	146-FI	L4
18	21	Mitsubishi Wagon	143-FI	L4
17	23	Chevrolet Astro 2wd (Cargo)	262-FI	M5
17	23	GMC Safari 2wd (Cargo)	262-FI	M5
17	23	Ford Aerostar Van	183-FI	L4
17	23	Chevrolet Astro 2wd (Passenger)	262-FI	M5
17	23	GMC Safari 2wd (Passenger)	262-FI	M5
17	22	Ford Aerostar Wagon	183-FI	L4
17	22	Chevrolet Astro 2wd (Cargo)	262-FI	L4
17	22	Chevrolet Astro 2wd (Passenger)	262-FI	L4
17	22	GMC Safari 2wd (Cargo)	262-FI	L4
17	22	GMC Safari 2wd (Passenger)	262-FI	L4
17	19	Chevrolet G10-20 Van 2wd	262-FI	A3
17	19	GMC G15-25 Vandura 2wd	262-FI	A3
16	23	Ford Aerostar Wagon	183-FI	M5
16	23	Chevrolet G10-20 Sportvan 2wd Diesel	379-★FI	L4
16	23	GMC G15/25 Rally 2wd Diesel	379-★FI	L4
16	21	Chevrolet G10-20 Van 2wd	262-FI	L4
16	21	GMC G15-25 Vandura 2wd	262-FI	L4
16	20	Chevrolet G10-20 Sportvan 2wd	262-FI	L4
16	20	GMC G15-25 Rally 2wd	262-FI	L4
16	20	Chevrolet G30 Van 2wd	262-FI	L4
16	20	GMC G35 Vandura 2wd	262-FI	L4
16	19	Chevrolet G10-25 Van 2wd	262-FI	M4
16	19	GMC G15-25 Vandura 2wd	262-FI	M4
16	18	Volkswagen Vanagon 2wd	129-FI	M4
15	20	Chevrolet G10-20 Van 2wd	305-FI	L4
15	20	GMC G15-25 Vandura 2wd	305-FI	L4
15	20	Chevrolet G10-20 Van 2wd	305-FI	L4
15	20	GMC G15-25 Vandura 2wd	350-FI	L4
15	19	Ford E150 Econoline 2wd	300-FI	L4
15	18	Dodge B150, B250 Van 2wd	239-FI	L3
15	18	Dodge B150, B250 Wagon 2wd	239-FI	L3
15	18	Ford E150 Econoline 2wd	300-FI	M5
15	18	Chevrolet G10-20 Sportvan 2wd	262-FI	M4
15	18	GMC G15-25 Rally 2wd	262-FI	M4
15	17	Ford E150 Econoline 2wd	300-FI	A3
15	17	Chevrolet G10-20 Van 2wd	305-FI	A3
15	17	GMC G15-25 Vandura 2wd	305-FI	A3
15	15	Volkswagen Vanagon Syncro 4wd	129-FI	C5
14	17	Chevrolet G10-20 Van 2wd	305-FI	M4
14	17	GMC G15-25 Vandura 2wd	305-FI	M4
14	17	Dodge B150, B250 Van 2wd	318-FI	L3
14	17	Dodge B150, B250 Wagon 2wd	318-FI	L3
14	17	Ford E150 Club Wagon	300-FI	L4
14	16	Volkswagen Vanagon 2wd	129-FI	A3
14	15	Ford E150 Club Wagon	300-FI	A3
14	15	Ford E250 Econoline 2wd	300-FI	A3
13	19	Dodge B150, B250 Van 2wd	239-FI	M5
13	18	Dodge B150, B250 Wagon 2wd	239-FI	M5
13	18	Chevrolet G30 Sportvan 2wd	350-FI	L4
13	18	GMC G35 Rally 2wd	350-FI	L4
13	17	Ford E150 Club Wagon	302-FI	L4
13	17	Ford E150 Econoline 2wd	302-FI	L4
13	17	Ford E250 Econoline 2wd	302-FI	L4
13	17	Chevrolet G10-20 Sportvan 2wd	350-FI	L4
13	17	GMC G15-25 Rally 2wd	350-FI	L4
13	16	Chevrolet G10-20 Sportvan 2wd	305-FI	L4
13	16	GMC G15-25 Rally 2wd	305-FI	L4
13	14	Dodge B150, B250 Van 2wd	318-FI	A3
13	14	Dodge B350 Van 2wd	318-FI	A3
12	13	Dodge B150, B250 Wagon 2wd	318-FI	A3
12	13	Dodge B350 Wagon 2wd	318-FI	A3
11	14	Ford E150 Econoline 2wd	351-FI	A3
11	13	Dodge B150, B250 Van 2wd	360-★4bc	A3
11	13	Dodge B350 Van 2wd	360-★4bc	A3
11	13	Ford E150 Club Wagon	351-FI	A3
11	13	Ford E250 Econoline 2wd	351-FI	A3
11	13	Dodge B150, B250 Wagon 2wd	360-★4bc	A3
10	11	Dodge B350 Wagon 2wd	360-★4bc	A3

SPECIAL PURPOSE VEHICLES

Est. MPG City	Est. MPG Hwy.	Car Line	CID & Fuel System	Trans.
30	35	Subaru Justy 4wd	73-2bc	M5
28	29	Suzuki Samurai Convertible	81-2bc	M5
28	29	Suzuki Samurai Hardtop	81-2bc	M5
25	29	Subaru Hatchback 4wd	109-2bc	M4
24	29	Subaru 3-dr. Sedan 4wd	109-□FI	M5
24	29	Subaru Wagon 4wd	109-□FI	M5
23	24	Subaru 3-dr. Sedan 4wd	109-□FI	A3
23	23	Subaru Wagon 4wd	109-□FI	A3
22	28	Chevrolet S10 Blazer 2wd	151-FI	M5
22	28	GMC S15 Jimmy 2wd	151-FI	M5
22	25	Jeep Cherokee 2wd	150-FI	M4
22	25	Jeep Cherokee, Wagoneer 4wd	150-FI	M4
21	28	Dodge Caravan, Ram Van 2wd	152-FI	M5
21	28	Plymouth Voyager 2wd	152-FI	M5
21	27	Dodge Colt Vista 4wd	122-FI	M5
21	27	Plymouth Colt Vista 4wd	122-FI	M5
21	24	Jeep Cherokee 2wd	150-FI	M5
20	25	Chevrolet S10 Blazer 2wd	151-FI	L4
20	25	GMC S15 Jimmy 2wd	151-FI	L4
20	23	Dodge Caravan, Ram Van 2wd	152-FI	A3
20	23	Plymouth Voyager 2wd	152-FI	A3
20	23	Jeep Cherokee, Wagoneer 4wd	150-FI	M5
20	23	Nissan Stanza Wagon 4wd	120-FI	M5
19	24	Ford Bronco II 2wd	179-FI	M5
19	22	Toyota 4Runner 4wd	144-FI	M5
19	21	Nissan Stanza Wagon 4wd	120-FI	L4
18	25	Chevrolet S10 Blazer 2wd	173-FI	M5
18	25	GMC S15 Jimmy 2wd	173-FI	M5
18	24	Jeep Cherokee 2wd	150-FI	L4
18	24	Jeep Cherokee 2wd	242-FI	M5
18	23	Ford Bronco II 4wd	179-FI	M5
18	23	Dodge Caravan, Ram Van 2wd	181-FI	L3
18	23	Jeep Cherokee, Wagoneer 4wd	150-FI	L4
18	23	Jeep Cherokee, Wagoneer 4wd	242-FI	M5
18	23	Chevrolet S10 Blazer 2wd	173-FI	M4
18	23	GMC S15 Jimmy 2wd	173-FI	M4
18	23	Chrysler Town & Country	181-FI	L3
18	23	Plymouth Voyager 2wd	181-FI	L3
18	20	Grumman Allied LLV	151-FI	L3
18	20	Jeep Wrangler 4wd	150-FI	M5
17	24	Chevrolet S10 Blazer 2wd	173-FI	L4
17	24	GMC S15 Jimmy 2wd	173-FI	L4
17	22	Ford Bronco II 2wd	179-FI	L4
17	22	Chevrolet T10 Blazer 4wd	173-FI	M4
17	22	Chevrolet T10 Blazer 4wd	173-FI	M5
17	22	GMC T15 Jimmy 4wd	173-FI	M4
17	22	GMC T15 Jimmy 4wd	173-FI	M5
17	21	Chevrolet V10 Blazer 4wd Diesel	379-★FI	L4
17	21	GMC V15 Jimmy 4wd Diesel	379-★FI	L4
17	21	Ford Bronco II 4wd	179-FI	L4
17	21	Jeep Wrangler 4wd	258-2bc	M5
17	19	Mitsubishi Montero	156-2bc	M5
17	19	Dodge Raider	156-2bc	M5
17	19	Toyota 4Runner 4wd	144-FI	L4
16	23	Chevrolet R10 Suburban 2wd Diesel	379-★FI	L4
16	23	GMC R15 Suburban 2wd Diesel	379-★FI	L4
16	22	Chevrolet T10 Blazer 4wd	173-FI	L4
16	22	GMC T15 Jimmy 4wd	173-FI	L4
16	21	Jeep Cherokee 2wd	242-FI	L4
16	21	Jeep Cherokee, Wagoneer 4wd	242-FI	L4
16	21	Chevrolet V10 Suburban 4wd Diesel	379-★FI	L4
16	21	GMC V15 Suburban 4wd Diesel	379-★FI	L4
16	19	Nissan Pathfinder 4wd	146-FI	M5
16	19	Isuzu Trooper	156-FI	M5
16	19	Eagle Wagon 4wd	258-2bc	A3
16	18	Isuzu Trooper	156-FI	L4
16	17	Mitsubishi Montero	156-2bc	A4
16	17	Dodge Raider	156-2bc	A4
15	19	Ford Bronco 4wd	300-FI	M5
15	18	Dodge Dakota Cab Chassis 2wd	239-FI	L3
15	17	Jeep Wrangler 4wd	258-2bc	A3
15	17	Nissan Pathfinder 4wd	181-FI	L4
15	16	Chevrolet S10 Cab Chassis 2wd	173-FI	L4
15	16	GMC S15 Cab Chassis 2wd	173-FI	L4
15	15	Toyota Cab Chassis 2wd	144-FI	M4
15	15	Chevrolet S10 Cab Chassis 2wd	173-FI	M4
15	15	GMC S15 Cab Chassis 2wd	173-FI	M4
14	18	Ford Bronco 4wd	300-FI	C5
14	18	Nissan Pathfinder 4wd	181-FI	M5
14	17	Dodge AD150 Ramcharger 2wd	318-FI	L3
14	15	Ford Bronco 4wd	300-FI	A3
14	14	Land Rover Range Rover	215-FI	L4
14	14	Nissan Truck Cab Chassis 2wd	181-FI	M5
13	18	Chevrolet R10 Suburban 2wd	350-FI	L4
13	18	GMC R15 Suburban 2wd	350-FI	L4
13	17	Ford Bronco 4wd	302-FI	L4
13	17	Chevrolet V10 Blazer 4wd	350-FI	L4
13	17	GMC V15 Jimmy 4wd	350-FI	L4
13	16	Ford Bronco 4wd	302-FI	M5
13	16	Chevrolet V10 Suburban 4wd	350-FI	L4
13	16	GMC V15 Suburban 4wd	350-FI	L4
13	15	Chevrolet V10 Blazer 4wd	350-FI	M4
13	15	GMC V15 Jimmy 4wd	350-FI	M4
13	14	Dodge AD150 Ramcharger 2wd	318-FI	A3
13	13	Toyota Cab Chassis 2wd	144-FI	A4
12	15	Dodge AW150 Ramcharger 4wd	318-FI	M4
12	14	Dodge AW150 Ramcharger 4wd	318-FI	A3
12	14	Toyota Land Cruiser Wagon 4wd	241-FI	L4
12	14	Chevrolet V10 Suburban 4wd	350-FI	M4
12	14	GMC V15 Suburban 4wd	350-FI	M4
12	13	Ford Bronco 4wd	302-FI	A3
12	12	Nissan Truck Cab Chassis 2wd	181-FI	L4
11	14	Ford Bronco 4wd	351-FI	A3
11	13	Dodge AD150 Ramcharger 2wd	360-★4bc	A3
11	13	Jeep Grand Wagoneer 4wd	360-★2bc	A3
11	13	Dodge D250 Cab Chassis 2wd	360-★4bc	A3
11	12	Dodge AW150 Ramcharger 4wd	360-★4bc	M4
9	11	Dodge AW150 Ramcharger 4wd	360-★4bc	A3

NOTE: All are feedback fuel systems (FFS) unless otherwise indicated.
★ = Not FFS.
□ = Single Port Fuel Injection.
◆ = Multiport Fuel Injection.

Transmissions: A = automatic; C = creeper; L = lockup; M = manual.

PRODUCTS/SPECIFICATIONS

U.S. 1988-model light-duty truck specifications

Make and Model	Dimensions and Capacities										Standard Engine					
	Wheelbase (in.) Standard	Wheelbase (in.) Maximum	Overall Length (in.) Standard	Overall Length (in.) Maximum	Width (in.)	Height (in.)	Gross Vehicle Weight Range (lbs.)	Payload (lbs.) Range	Wheel diameter (in.)	Fuel Tank (U.S. gals.)	Type	Displacement (liters/cu. in.)	Carburetion	Horsepower	4 WD Availability	Optional Engines
AMC/JEEP—Wrangler*	93.4	—	152.6	—	66.0	72.0	3,710- 3,828	800-	15.0	15.0	I-4	2.5/150	EFI	117	X	4.2/258, 2V, V-6
Comanche Pickup	113.0	119.6	179.2	194.0	71.7	63.7	4,477- 4,719	1,518-1,577	15.0	16.0	I-4	2.5/150	EFI	121	X	4.0/242, MFI, I-6
Cherokee/Wagoneer	101.4	—	165.3	—	70.5	63.3	4,657- 4,797	1,518-1,573	15.0	13.5	I-4	2.5/150	EFI	121	X	4.0/242, MFI, I-6**
Grand Wagoneer*	108.7	—	186.4	—	74.8	66.4	6,200-	1,578-1,695	15.0	20.3	V-8	5.9/360	2V	144	X	none
CHEVROLET/GMC—S-10/15 Pickup	108.3	122.9	178.2	194.2	64.7	61.3	3,570- 5,284	1,000-1,625	14.0	13.2	L-4	2.5/151	EFI	92	X	2.8/173, EFI, V-6
S-10/15 Blazer/Jimmy (2wd & 4wd)	100.5	—	170.3	—	65.4	64.7	3,894- 4,872	1,000-	15.0	13.2	L-4	2.5/151	EFI	92	X	2.8/173, EFI, V-6
C/K 1500 Pickup	117.5	155.5	194.1	236.9	76.7	70.4	5,200- 6,200	1,049-1,926	15.0	25.0	V-6	4.3/262	EFI	160	X	5.0/305, EFI, V-8; 5.7/350, EFI, V-8
C/K 2500 Pickup	131.5	155.5	212.9	236.9	76.7	73.0	7,200-	2,112-3,267	16.0	25.0	V-6	4.3/262	EFI	160	X	5.0/305, EFI, V-8; 5.7/350. EFI, V-8; 6.2/379, diesel, V-8
C/K 3500 Pickup	131.5	155.5	212.9	236.9	76.7	75.4	8,600-10,000	3,157-5,197	16.0	25.0	V-8	5.7/350	EFI	210	X	7.4/454, EFI, V-8; 6.2/379, diesel, V-8
Blazer/Jimmy (4wd)*	106.5	—	184.8	—	79.6	73.8	6,100- 6,250	1,331-1,688	15.0	25.0	V-8	5.7/350	EFI	210	X	6.2/379, diesel, V-8
R/V-10/1500 Suburban	129.5	—	219.1	—	79.6	72.0	6,100- 7,300	1,756-2,478	15.0	25.0	V-8	5.7/350	EFI	210	X	6.2/379, diesel, V-8; 7.4/454, EFI, V-8
G-10/1500 Van	110.0	125.0	178.2	202.2	79.5	79.4	4,900- 6,000	1,101-2,376	15.0	22.0	V-6	4.3/262	EFI	150		5.0/305, EFI, V-8
Astro/Safari Van (cargo & passenger)	111.0	—	176.8	—	77.0	74.5	4,404- 5,410	1,000-1,700	15.0	17.0	L-4	2.5/151	EFI	96		4.3/262, EFI, V-6
DODGE—Dakota	112.0	124.0	185.9	204.4	68.4	64.2	4,110- 5,930	1,250-2,550	14.0	15.0	I-4	2.2/135	2V	91	X	3.9/239, EFI, V-6
D/W 100/150 Pickup	115.0	131.0	190.8	210.8	79.5	69.0	4,950- 6,400	1,424-2,388	15.0	22.0	V-6	3.9/239	EFI	125	X	5.2/318, EFI, V-8; 5.9/360, 4V, V-8
D/W 250 Pickup	131.0	—	210.8	—	79.5	73.0	6,600- 8,510	2,681-4,331	16.0	22.0	V-6	3.9/239	EFI	125	X	5.2/318, EFI, V-8; 5.9/360, 4V, V-8
D/W 350 Pickup	131.0	—	210.8	—	79.5	72.0	8,700-	4,448-	16.0	22.0	V-8	5.9/360	4V	185	X	none
Caravan/Mini Ram V./Plym. Voyager	112.0	119.0	175.9	190.5	72.0	64.4	4,060- 5,020	1,200-2,010	14.0	15.0	I-4	2.5/153	EFI	96		3.0/183, EFI, V-6
Ramcharger	106.0	—	184.6	—	79.5	69.7	5,600- 6,400	1,405-1,790	15.0	34.0	V-8	5.2/318	EFI	170	X	5.9/360, 4V, V-8
B150 Van	109.6	127.6	178.9	196.9	79.8	79.6	5,000- 5,300	1,280-1,670	15.0	22.0	V-6	3.9/239	EFI	125		5.2/318, EFI, V-6
FORD—Ranger Pickup	107.9	125.0	175.6	192.7	66.9	64.0	3,900- 4,900	1,205-1,625	14.0	15.2	I-4	2.3/140	MFI	90	X	2.0/122, 2V, I-4; 2.9/179, MFI, V-6
Bronco II	94.0	—	158.2	—	68.0	68.2	3,770- 3,823	600-	15.0	23.0	V-6	2.9/179	MFI	140	X	none
F-150 Pickup	116.8	155.0	194.1	232.2	79.0	69.9	5,250- 6,250	1,580-2,265	15.0	14.5	I-6	4.9/300	MFI	150	X	5.0/302, MFI, V-8; 5.8/351, MFI, V-8
F-250 Pickup	133.0	155.0	210.2	232.2	79.0	73.0	6,600- 8,800	2,500-4,410	16.0	19.0	I-6	4.9/300	MFI	150	X	5.0/302, MFI, V-8; 5.8/351, MFI, V-8; 7.5/460, MFI, V-8; 7.3/445, Diesel, V-8
F-350 Pickup	133.0	168.4	210.2	245.7	79.0	73.4	8,800-10,000	3,775-5,270	16.0	19.0	V-8	5.8/351	MFI	210	X	7.5/460, MFI, V-8; 7.3/445, Diesel, V-8
E-150 Van	124.0	138.0	186.6	206.8	79.9	79.2	5,500- 6,200	1,305-2,365	15.0	18.2	I-6	4.9/300	MFI	150		5.0/302, MFI, V-8; 5.8/351, MFI, V-8
Aerostar	118.9	—	174.9	—	71.7	72.9	4,120- 5,100	1,615-2,010	14.0	17.0	V-6	3.0/182	MFI	145		none
Bronco*	104.7	—	180.5	—	79.1	74.0	5,688- 6,300	1,100-1,250	15.0	32.0	I-6	4.9/300	MFI	150	X	5.0/302, MFI, V-8; 5.8/351, MFI, V-8
NISSAN—Pickup	104.3	116.1	174.2	190.0	65.0	62.0	4,000- 5,200	1,000-2,000	14.0	15.8	I-4	2.4/146	EFI	106	X	3.0/180, EFI, V-6
King Cab Pickup	116.1	—	190.0	—	65.0	62.0	4,400- 5,100	1,400-	14.0	15.8	I-4	2.4/146	EFI	106	X	3.0/180, EFI, V-6

NOTES: Chassis cab models are not included in pickup truck specifications. In the case of General Motors, certain chassis cab and crew models continue to be built on the older design R/V chassis.
*—4wd only
**—Standard engine in the Jeep Wagoneer and Cherokee Limited is the 4.0-liter in-line 6-cylinder engine with 177 hp.

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Import 1988-model light-duty truck specifications

Make and Model	Dimensions and Capacities										Standard Engine					
	Wheelbase (in.) Standard	Wheelbase (in.) Maximum	Overall Length (in.) Standard	Overall Length (in.) Maximum	Width (in.)	Height (in.)	Gross Vehicle Weight Range (lbs.)	Payload (lbs.) Range	Wheel diameter (in.)	Fuel Tank (U.S. gals.)	Type	Displacement (liters/cu. in.)	Carburetion	Horsepower	4 WD Availability	Optional Engines
DODGE Raider	92.5	—	157.3	—	66.1	72.4	4,225-4,269	1,050-	15	15.9	I-4	2.6/156	2V	109	X	None
Ram 50	105.1	116.1	177.2	193.7	65.2	58.3	4,165-4,845	1,430-2,110	14	13.7	I-4	2.0/122	2V	90	X	2.6/156, 2V, I-4
ISUZU Trooper II	104.3	—	176.0	—	65.0	71.7	4,740-	1,111-1,246	15	21.9	I-4	2.6/156	MFI	120	X	None
Pickup	105.6	119.2	177.3	193.8	66.6	62.3	4,300-5,400	1,395-2,550	14	14.0	I-4	2.3/138	2V	96	X	2.6/156, MFI, I-4
LAMBORGHINI LM002	122.4	—	192.9	—	78.3	72.5	5,720-	N.A.	17	60.8	V-12	5.2/317	6x2V	450	X	None
MAZDA B2200/2600	108.7	118.1	177.6	198.8	65.7	61.9	4,460-4,850	1,400-	14	14.8	I-4	2.2/133	2V	85	X	B2600; 2.6/156, 2V, I-4, 102 hp
MITSUBISHI Van/Wagon	88.0	—	171.7	175.2	66.5	71.3	4,861-	1,576-1,951	14	14.2	I-4	2.4/143	MFI	107		None
Montero	92.5	—	157.3	—	66.1	72.4	4,165-4,325	1,050-	15	15.9	I-4	2.6/156	2V	109	X	None
Pickup	105.1	116.1	177.2	193.7	65.2	58.3	4,165-4,845	1,430-2,110	14	13.7	I-4	2.0/122	2V	90	X	2.6/156, 2V, I-4
NISSAN Van	92.5	—	178.0	—	66.5	72.4	4,800-	1,110-1,470	14	17.7	I-4	2.4/146	EFI	106		None
Desert Runner Pickup	104.3	—	180.1	—	66.5	67.1	5,150-	1,400-	15	15.9	V-6	3.0/181	EFI	145	X	None
Pathfinder	104.3	—	171.9	—	66.5	65.7	5,000-	1,150-	15	21.1	V-6	3.0/181	EFI	145	X	None
RANGE ROVER	100.0	—	175.0	—	71.6	70.8	5,997-	1,694-	16	21.0	V-8	3.5/215	MFI	150	X	None
SUZUKI Samurai	79.9	—	135.0	135.4	60.2	65.6	2,932-	805- 838	15	10.6	I-4	1.3/80.8	2V	64	X	None
TOYOTA Van	88.0	—	175.8	--	66.3	70.3	4,500-5,150	1,550-2,020	14	15.9	I-4	2.2/135	MFI	101	X	None
Pickup	103.0	121.5	184.1	195.5	63.8	60.8	4,400-5,500	1,100-2,655	14	17.2	I-4	2.4/144	MFI	116	X	2.4/144, 2V, I-4; 2.4/144, MFI/turbo, I-4; 3.0/181, MFI, V-6
4Runner	103.0	—	174.6	—	66.5	66.1	5,080-5,180	1,445-1,475	15	17.2	I-4	2.4/144	MFI	116	X	3.0/181, MFI, V-6
Land Cruiser	107.5	—	184.0	—	70.9	69.5	5,621-	1,135-	15	23.8	I-6	4.1/244	MFI	155	X	None
VOLKSWAGEN Vanagon	96.9	—	179.9	—	72.6	75.9	5,269-5,511	1,809-2,051	14	15.9	H-4	2.1/129	MFI	90	X	None

NOTE: These tables have been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

PRODUCTS/SPECIFICATIONS

1988 U.S. models by make, body style

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1988 Totals	(Final 1987 Totals)
American Motors/Renault	0	0	0	0	0	(19)
AMC Eagle	0	0	0	0	0	(3)
Renault Alliance	0	0	0	0	0	(16)
Chrysler Motors	25	9	2	3	39	(40)
Chrysler Fifth Avenue	1	0	0	0	1	(1)
LeBaron	1	0	0	1	2	(2)
LeBaron GTS	2	0	0	0	2	(2)
LeBaron J	0	2	2	0	4	(3)
New Yorker C	2	0	0	0	2	(0)
New Yorker E	0	0	0	0	0	(1)
Dodge Diplomat	2	0	0	0	2	(2)
Aries	1	1	0	1	3	(5)
Charger	0	0	0	0	0	(2)
Daytona	0	3	0	0	3	(3)
Dodge 600	2	0	0	0	2	(2)
Dynasty	2	0	0	0	2	(0)
Lancer	2	0	0	0	2	(2)
Omni	1	0	0	0	1	(1)
Shadow	1	1	0	0	2	(2)
Eagle Premier	2	0	0	0	2	(0)
Plymouth Gran Fury	1	0	0	0	1	(1)
Caravelle	2	0	0	0	2	(2)
Horizon	1	0	0	0	1	(1)
Reliant	1	1	0	1	3	(5)
Sundance	1	1	0	0	2	(2)
Turismo	0	0	0	0	0	(1)
Ford Motor Co.	24	22	2	12	60	(69)
Ford LTD Crown Victoria	3	0	0	4	7	(8)
Escort	1	3	0	1	5	(5)
Escort EXP	0	1	0	0	1	(2)
Probe	0	3	0	0	3	(0)
Mustang	0	3	2	0	5	(5)
Taurus	4	0	0	3	7	(8)
Tempo	4	2	0	0	6	(8)
Thunderbird	0	4	0	0	4	(4)
Lincoln	3	0	0	0	3	(3)
Continental	2	0	0	0	2	(2)
Mark VII	0	2	0	0	2	(3)
Mercury Grand Marquis	2	0	0	2	4	(5)
Cougar	0	2	0	0	2	(2)
Lynx	0	0	0	0	0	(5)
Sable	2	0	0	2	4	(4)
Topaz	3	2	0	0	5	(5)
Honda**	5	2	0	0	7	(6)
Accord	3	2	0	0	5	(5)
Civic	2	0	0	0	2	(1)
General Motors	52	51	6	18	127	(151)
Buick LeSabre	2	2	0	1	5	(6)
Electra	3	0	0	1	4	(5)
Century	2	2	0	2	6	(6)
Regal	0	2	0	0	2	(2)
Reatta	0	1	0	0	1	(0)
Riviera	0	1	0	0	1	(1)
Skyhawk	1	1	0	1	3	(7)
Skylark	2	2	0	0	4	(4)
Cadillac DeVille-Fleetwood	3	1	0	0	4	(4)
Allante	0	0	1	0	1	(1)
Brougham	1	0	0	0	1	(1)
Cimarron	1	0	0	0	1	(1)
Eldorado	0	1	0	0	1	(1)
Limousine	0	0	0	0	0	(2)
Seville	1	0	0	0	1	(1)
Chevrolet Caprice	4	0	0	1	5	(7)
Camaro	0	2	2	0	4	(4)
Cavalier	2	4	1	1	8	(13)
Celebrity	1	1	0	2	4	(4)
Chevette	0	0	0	0	0	(2)
Corsica/Beretta	1	1	0	0	2	(2)
Corvette	0	1	1	0	2	(2)
Monte Carlo	0	0	0	0	0	(3)
Nova	3	0	0	0	3	(2)
Oldsmobile Delta 88	2	[illegible]	0	1	5	(5)
Oldsmobile 98	3	0	0	0	3	(4)
Cutlass Calais	3	3	0	0	6	(4)
Cutlass Ciera	3	3	0	2	8	(6)
Cutlass Supreme	0	3	0	0	3	(5)
Firenza	1	1	0	1	3	(7)
Toronado	0	2	0	0	2	(2)
Pontiac Bonneville	3	0	0	1	4	(3)
Fiero	0	3	0	0	3	(4)
Firebird	0	4	0	0	4	(2)
Grand Am	3	3	0	0	6	(6)
Grand Prix	0	3	0	0	3	(3)
Pontiac 1000	0	0	0	0	0	(2)
Pontiac 6000	5	0	0	3	8	(8)
Sunbird	2	2	1	1	6	(9)
Mazda**	0	3	0	0	3	(0)
MX-6	0	3	0	0	3	(0)
Nissan**	3	3	0	0	6	(6)
Sentra	3	3	0	0	6	(6)
Toyota**	0	3	0	0	3	(3)
Corolla FX	0	3	0	0	3	(3)
Volkswagen**	4	5	0	0	9	(6)
Golf	2	3	0	0	5	(4)
GTi	0	1	0	0	1	(1)
Jetta	2	1	0	0	3	(1)
1988 Totals	113	98	10	33	254	
1987 Totals (end of model year)	119	127	13	41		(300)

NOTES: *—Two-door models include hatchbacks, which some makers list as three-door models.
**—Totals for Honda, Mazda, Nissan, Toyota and Volkswagen include only U.S.-built models.

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Warranty Coverage Comparison

	BASIC COVERAGE	EXTRA DRIVETRAIN/ MAJOR COMPONENT	CORROSION COVERAGE
DOMESTIC			
FORD*	1/12,000	6/60,000	6/100,000
MERCURY*	1/12,000	6/60,000	6/100,000
LINCOLN/MERKUR	1/12,000	6/60,000	6/100,000
BUICK	1/12,000	6/60,000	6/100,000
CHEVROLET*	1/12,000	6/60,000	6/100,000
OLDSMOBILE	1/12,000	6/60,000	6/100,000
PONTIAC*	1/12,000	6/60,000	6/100,000
CADILLAC	1/12,000	6/60,000	6/100,000
CADILLAC Allante	1/12,000	7/100,000	7/100,000
CHRYSLER MOTORS	1/12,000	7/70,000	7/100,000
CHRYSLER New Yorker/ New Yorker Landau	5/50,000	7/70,000	7/100,000
CHRYSLER Captive Imports	3/36,000	3/50,000	5/Unlimited
EAGLE Premier	1/12,000	7/70,000	7/100,000
EAGLE Medallion	1/12,000	7/70,000	7/100,000
JEEP	1/12,000	3/36,000	3/Unlimited
JAPAN			
ACURA	3/36,000	—	3/Unlimited
HONDA	1/12,000	2/24,000	3/Unlimited
ISUZU	1/12,000	2/24,000	3/Unlimited
MAZDA	3/50,000	—	5/Unlimited
MITSUBISHI	3/36,000	3/50,000	5/Unlimited
MITSUBISHI Precis	1/12,000	3/36,000	3/Unlimited
NISSAN	1/12,500	3/36,000	5/Unlimited
SUBARU	1/Unlimited	3/36,000	3/36,000
SUZUKI	1/12,000	2/24,000	3/Unlimited
TOYOTA	3/36,000	—	5/Unlimited
KOREA			
HYUNDAI	1/12,500	3/36,000	3/Unlimited
FRANCE			
PEUGEOT	3/36,000	5/50,000	6/Unlimited
GERMANY			
AUDI	3/50,000	—	6/Unlimited
BMW	3/35,000	—	6/Unlimited
MERCEDES-BENZ	4/50,000	—	—
PORSCHE	2/Unlimited	—	10/Unlimited
VOLKSWAGEN	2/24,000	—	6/Unlimited
GREAT BRITAIN			
ASTON MARTIN	2/24,000	—	—
AUSTIN ROVER	3/36,000	—	6/Unlimited
JAGUAR	3/36,000	—	6/60,000
LOTUS	2/Unlimited	—	8/Unlimited
RANGE-ROVER	3/36,000	—	6/Unlimited
ROLLS-ROYCE	3/Unlimited	—	—
ITALY			
ALFA ROMEO	1/36,000	3/36,000	6/60,000
FERRARI	2/Unlimited	—	—
MASERATI	3/36,000	—	—
SWEDEN			
SAAB	3/36,000	—	6/Unlimited
VOLVO	1/Unlimited	3/Unlimited	8/Unlimited
YUGOSLAVIA			
YUGO	1/12,000	4/40,000	—

*Includes captive imports.

PRICES

Retail prices, 1988 U.S. and import models

This table shows the prices of 1988 domestic and imported cars as of May 2, 1988. All prices are manufacturers' suggested retail prices. Import prices include ocean freight and U.S. import duty. None of the prices include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the buyer. In the equipment section, "std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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Prices for vans, light trucks and sport-utility vehicles begin on page 204

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
ACURA Integra RS 4	$11,825		$11,040			$595	std.	*	*
Integra LS 4	13,630		12,810			595	std.	std.	*
Integra LS Special Edition 4			13,810			595			
Legend V-6	21,805	$23,970				780	std.	std.	std.
Legend L V-6	25,945	27,595				780	std.	std.	std.
Legend LS V-6	25,825	29,450				780	std.	std.	std.

*—Dealer installed; Honda's Acura division does not quote a price.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
ALFA ROMEO Graduate 4				$15,950		N.A.	N.A.	$645*	$995
Veloce 4				19,380		N.A.	N.A.	std.	995
Quadrifoglio 4				22,400		N.A.	N.A.	std.	std.
Milano Gold V-6	17,550					700	std.	std.	std.
Milano Platinum V-6	21,450					std.	std.	std.	std.
Milano Verde V-6	21,650					N.A.	std.	std.	std.

*—Radio price includes cassette player

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
ASTON MARTIN V-8		127,000				std.	std.	std.	std.
Vantage V-8		143,000				std.	std.	std.	std.
Volante V-8				$153,000		std.	std.	std.	std.
Vantage Volante V-8				167,500		std.	std.	std.	std.
Lagonda V-8	177,500					std.	std.	std.	std.

05-speed manual transmission is a no-charge choice on all models except Lagonda.
East Coast prices are listed. West Coast prices are $2,000 higher.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
AUDI 80 Series 4	18,600					525	std.	495*	std.
80 Quattro 5	22,700					N.A.	std.	495*	std.
90 Series 4	24,330					std.	std.	std.	std.
90 Series 5	24,330					N.A.	std.	std.	std.
90 Series Quattro 5	27,720					N.A.	std.	std.	std.
5000S 5	22,850				$24,330	525	std.	495*	std.
5000S Quattro 5	27,280					N.A.	std.	495*	std.
5000CS Turbo 5	30,910					525	std.	std.	std.
5000CS Turbo Quattro 5	34,810				36,310	N.A.	std.	std.	std.

*—Radio price includes cassette player.

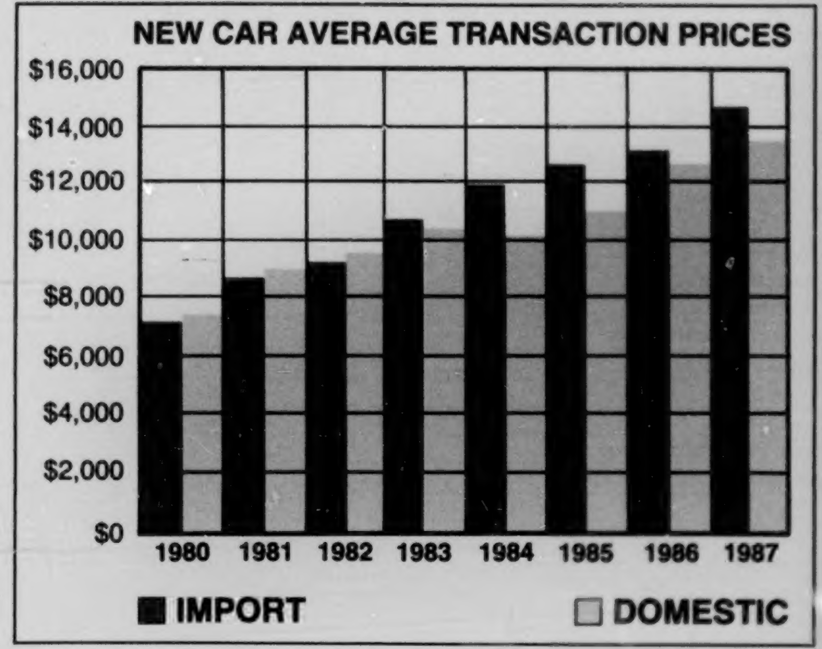
	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
BENTLEY V-8	99,500					std.	std.	std.	std.
Mulsanne S V-8	107,500					std.	std.	std.	std.
Continental V-8				182,900		std.	std.	std.	std.
BERTONE X 1/9 4		12,290				N.A.	N.A.	*	850
X 1/9 LE 4		12,590				N.A.	N.A.	*	850

*—Radio is dealer installed; no price quoted.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
BMW 325 6	25,150	24,350				645	std.	std.	std.
325is 6		28,950				645	std.	std.	std.
325i 6	28,950			32,995		645	std.	std.	std.
325ix 6		33,290				N.A.	std.	std.	std.
M-3 4		34,800				N.A.	std.	std.	std.
528e 6	31,950					645	std.	std.	std.
535i 6	36,700					795	std.	std.	std.
535is 6	37,800					795	std.	std.	std.
M-5 6	47,500					N.A.	std.	std.	std.
635CSi 6		46,000				std.	std.	std.	std.
M-6 6		55,950				N.A.	std.	std.	std.
735i 6	54,000					std.	std.	std.	std.
750iL 12	69,000					std.	std.	std.	std.

Dealer preparation charge: $130 on 325, 325is, 325i, 528e; $145 on 325ix, 535i, 635CSi, 735i; $190 on M-3 and M-6; $190 on 535is; $215 on 750iL; $225 on M-5.
Gas-guzzler tax: $500 automatic transmission and $850 manual on 535i and 535is; $1,050 automatic and $850 manual on 635CSi and 735i; $1,850 on 750iL; $2,250 on M-5 and M-6.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto Trans.	Power Steering	AM/FM Stereo	Air Cond.
BUICK Skyhawk	8,884	8,884			9,797	415	std.	std.	675
Skylark Custom 4	10,399	10,684				std.	std.	std.	675
Skylark Limited 4	11,721	11,791				std.	std.	std.	675
Century Custom 4	11,793	11,643			12,345	std.	std.	std	775
Century Limited 4	12,613	12,410				std.	std.	std.	775
Century Estate Wagon 4					13,077	std.	std.	std.	775
Regal Custom V-6		12,449				std.	std.	std.	775
Regal Limited V-6		12,782				std.	std.	std.	775
LeSabre V-6		14,560				std.	std.	std.	std.
LeSabre Custom V-6	14,405					std.	std.	std.	std.
LeSabre Limited V-6	15,745	16,350				std.	std.	std.	std.
LeSabre Estate Wagon V-8					16,040	std.	std.	std.	std.
Electra V-6	17,479					std.	std.	std.	std.
Electra T-Type V-6	20,229					std.	std.	std.	std.
Electra Park Avenue V-6	19,464					std.	std.	std.	std.
Electra Estate Wagon V-8					18,954	std.	std.	std.	std.
Riviera V-6		21,615				std.	std.	std.	std.
Reatta V-6		25,000				std.	std.	std.	std.
CADILLAC Cimarron V-6	16,071					415	std.	std.	std.
DeVille V-8	23,404	23,049				std.	std.	std.	std.
Fleetwood d'Elegance V-8	28,024					std.	std.	std.	std.
Fleetwood Sixty Special V-8	34,750					std.	std.	std.	std.
Brougham V-8	23,846					std.	std.	std.	std.
Eldorado V-8		24,891				std.	std.	std.	std.
Seville V-8	27,627					std.	std.	std.	std.
Allante V-8				56,533		std.	std.	std.	std.
CHEVROLET Sprint Metro 3			5,495			*	N.A.	*	655
Sprint 3	6,585		6,380			*	N.A.	std.	655
Sprint Turbo 3			8,240			*	N.A.	std.	655
Spectrum Express 4			6,495			*	*	*	660
Spectrum 4	8,160		7,720			*	*	std.	660
Spectrum Turbo 4	10,665					*	*	std.	660
Nova 4	8,795					*	*	std.	*
Nova 4 (twin cam)	11,395					*	*	std.	*
Nova Hatchback 4	9,050					*	*	std.	*
Cavalier VL 4		6,995				415	$225	std.	675
Cavalier 4	8,195	8,120			8,490	415	225	std.	675
Cavalier RS 4	9,385	9,175				415	std.	std.	675
Cavalier Z24 V-6		10,725		15,990		415	std.	std.	675
Corsica 4	9,555					490	std.	std.	750
Beretta 4		10,135				490	std.	std.	750
Camaro V-6		10,995				490	std.	std.	775
Camaro Convertible V-8				16,255		490	std.	std.	775
Camaro IROC-Z V-8		13,490		18,015		490	std.	std.	775
Celebrity 4	11,025	10,585			11,350	std.	std.	std.	775
Celebrity 3-Seat Wagon 4					11,590	std.	std.	std.	775
Monte Carlo LS V-6		12,330				std.	std.	std.	775
Monte Carlo SS V-8		14,320				std.	std.	std.	775
Caprice V-6	12,030					std.	std.	std.	775
Caprice Classic V-6	12,575					std.	std.	std.	775
Caprice Classic 3-Seat Wagon V-8					14,340	std.	std.	std.	std.
Caprice Classic Brougham V-6	13,645					std.	std.	std.	775
Caprice Classic Brougham LS V-6	14,820					std.	std.	std.	775



PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
Corvette V-8			29,480	34,820		std.	std.	std.	std.
*—Part of option package; not priced separately. Sprint and Spectrum models are imported from Japan.									
CHRYSLER Conquest TSi 4			18,683			704	std.	std.	928
LeBaron 4	11,286					std.	std.	std.	775
LeBaron J 4		10,995		13,495		536	std.	std.	775
LeBaron J Premium 4		13,995		17,495		std.	std.	std.	std.
LeBaron Town & Country 4					12,889	std.	std.	std.	775
LeBaron GTS 4	10,798					536	std.	std.	775
LeBaron GTS Premium 4	12,971					536	std.	std.	775
New Yorker Turbo 4	17,373					std.	std.	std.	std.
New Yorker V-6	17,416					std.	std.	std.	std.
New Yorker Landau V-6	19,509					std.	std.	std.	std.
Fifth Avenue V-8	17,243					std.	std.	std.	std.
Conquest TSi is imported from Japan.									
DAIHATSU Charade CLS 3			6,397			N.A.	N.A.	295*	695
Charade CLX 3			7,650			N.A.	N.A.	295*	695
Charade CSX 3			9,232			N.A.	N.A.	std.	std.
*—Radio price includes cassette player.									
DODGE Colt 4			5,998			N.A.	N.A.	241	717
Colt E 4	7,872		6,697			489	251	241	717
Colt DL 4	8,316		7,949		8,859	489	251	241	717
Colt Premier 4	9,221					489	251	241	717
Colt Vista 4					11,461	489	251	265	717
Colt Vista 4 (4wd)					12,775	N.A.	std.	265	717
Omni America 4	5,995					*	*	*	694
Shadow 4	8,245		7,995			536	std.	155	694
Aries America 4	6,995	6,995			7,695	*	*	*	775
Daytona 4			8,995			523	std.	std.	*
Daytona Shelby Z 4			12,601			*	std.	std.	*
Daytona Pacifica 4			13,750			529	std.	std.	std.
Dodge 600 4	10,659					std.	std.	std.	775
600-SE 4	11,628					std.	std.	std.	775
Lancer 4	10,482					536	std.	std.	775
Lancer ES 4	12,715					536	std.	std.	775
Dynasty V-6	11,666					std.	std.	std.	775
Dynasty Premium V-6	12,226					std.	std.	std.	775
Diplomat Salon V-8	11,407					std.	std.	std.	830
Diplomat SE V-8	14,221					std.	std.	std.	830
*—Part of option package; not priced separately. Colt models are imported from Japan.									
EAGLE Medallion* DL 4	10,405				11,649	490	std.	std.	799
Medallion LX4	10,938					490	std.	std.	799
Premier LX4	12,474					std.	std.	std.	830
Premier ES V-6	14,079					std.	std.	std.	830
*—Medallion models are imported from France.									
FERRARI 328 GTB V-8		71,900				N.A.	N.A.	*	std.
328 GTS Targa V-8		77,900				N.A.	N.A.	*	std.
Mondial V-8		76,400		83,900		N.A.	N.A.	*	std.
Testarossa V-12		134,000				N.A.	N.A.	*	std.
*—Radio is dealer installed; Ferrari does not quote a price. Prices include gas-guzzler tax. Prices do not include pre-delivery inspection charge of $350 on V-8s and $450 on V-12s and delivery charge of $600.									
FORD Festiva L 4			5,595			N.A.	N.A.	N.A.	793
Festiva L plus 4			6,177			N.A.	N.A.	std.	793
Festiva LX 4			6,906			N.A.	N.A.	std.	688
Escort Pony 4			6,586			490	N.A.	206	N.A.
Escort GL 4	7,279		6,949		7,792	490	235	167	688
Escort GT 4			8,977			N.A.	std.	std.	688
Escort EXP Luxury 4			8,024			415	235	std.	688
Tempo GL 4	8,808	8,658				482	std.	std.	773
Tempo GLS 4	9,400	9,249				482	std.	std.	773
Tempo LX 4	9,737					482	std.	std.	773
Tempo AWD 4 (4wd)	10,413					std.	std.	std.	773
Mustang LX 4		8,835	9,341	13,702		515	std.	std.	788
Mustang GT V-8			12,745	16,610		515	std.	std.	788
Taurus L 4	11,380					std.	std.	std.	788
Taurus L Wagon V-6					12,684	std.	std.	std.	788
Taurus GL 4	11,887					std.	std.	std.	788
Taurus GL Wagon V-6					13,167	std.	std.	std.	788
Taurus LX V-6	14,966				15,698	std.	std.	std.	std.
Taurus MT-5 4	12,500					N.A.	std.	std.	std.
Probe GL 4			10,459			515	std.	std.	907
Probe LX 4			11,443			515	std.	std.	788
Probe GT 4			13,593			N.A.	std.	std.	788

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
Thunderbird V-6		13,495				std.	std.	std.	std.
Thunderbird LX V-6		15,782				std.	std.	std.	std.
Thunderbird Sport V-8		15,927				std.	std.	std.	std.
Thunderbird Turbo Coupe 4		17,146				515	std.	std.	std.
LTD Crown Victoria S V-6	14,010					std.	std.	141	std.
LTD Crown Victoria V-8	15,241				15,311	std.	std.	std.	std.
LTD Crown Victoria LX V-8	16,157				16,455	std.	std.	std.	std.
LTD Country Squire V-8					15,744	std.	std.	std.	std.
LTD Country Squire LX V-8					16,773	std.	std.	std.	std.
Festiva models are imported from South Korea.									
HONDA Civic 4			6,285			N.A.	N.A.	*	*
Civic DX 4			8,310			555	N.A.	*	*
Civic DX 4	9,095					895**	**	*	*
Civic LX 4	10,010					595	std.	*	
Civic Wagon 4					9,948	1,000**	**	*	*
Civic Wagon 4 (4wd)					11,998	N.A.	std.	*	*
Civic CRX HF 4			8,755			N.A.	N.A.	*	*
Civic CRX DX 4			9,085			555	N.A.	*	*
Civic CRX Si 4			10,720			N.A.	N.A.	*	*
Accord DX 4	11,570	11,450	11,040			595	std.	*	*
Accord LX 4	13,935					595	std.	std.	std.
Accord LXi 4	15,650	14,440	14,280			595	std.	std.	std.
Prelude S 4		13,640				710	std.	std.	std.
Prelude Si 4		16,795				710	std.	std.	std.
Prelude Si 4 (4-wheel steering)		18,125				710	std.	std.	std.
*—Dealer installed. Honda does not quote a price. **—Automatic transmission price on Civic DX 4-door sedan and 2-door wagon includes power steering. Civic and Accord 4-door sedans and Accord notchback coupes are U.S.-built.									
HYUNDAI Excel 4	5,995		5,395			N.A.	N.A.	295*	715
Excel GL 4	6,895		6,495			450	240	295*	715
Excel GL 4 (hatchback)	6,745					450	240	295*	715
Excel GLS 4	7,645					450	240	std.	715
Excel GLS 4 (hatchback)	7,495					450	240	std.	715
Excel GS 4			7,595			450	240	std.	715
*—Radio price includes cassette player.									
ISUZU I-Mark S 4	8,009		7,659			430	220	185	680
I-Mark XS 4	9,219		9,029			430	std.	185	680
I-Mark RS Turbo 4			9,829			N.A.	std.	std.	680
I-Mark LS Turbo 4	11,189					N.A.	std.	std.	680
Impulse 4			14,109			530	std.	std.	std.
Impulse Turbo 4			16,079			530	std.	std.	std.
JAGUAR XJ-6 6	43,500					std.	std.	std.	std.
Vanden Plas 6	47,500					std.	std.	std.	std.
XJ-S V-12* (1989 model)		47,000				std.	std.	std.	std.
XJ-SC V-12		50,450				std.	std.	std.	std.
*—XJ-S Coupe is available as a convertible by Hess & Eisenhardt for about $10,000 extra.									
LAMBORGHINI Jalpa V-8		65,000				N.A.	std.	std.	std.
Countach V-12		138,500				N.A.	std.	std.	std.
LINCOLN Town Car V-8	24,373					std.	std.	std.	std.
Town Car Signature V-8	27,374					std.	std.	std.	std.
Town Car Cartier V-8	28,520					std.	std.	std.	std.
Mark VII LSC V-8		26,380				std.	std.	std.	std.
Mark VII Bill Blass V-8		26,380				std.	std.	std.	std.
Continental V-6	26,078					std.	std.	std.	std.
Continental Signature	27,944					std.	std.	std.	std.
LOTUS Esprit Turbo 4		62,500				N.A.	N.A.	std.	std.
Esprit Turbo 4 SE		69,500				N.A.	N.A.	std.	std.
MASERATI Biturbo Si V-6		33,975				N.A.	std.	std.	std.
Biturbo i Spyder V-6				39,975		N.A.	std.	std.	std.
425i V-6	34,975					N.A.	std.	std.	std.
430 V-6	41,000					N.A.	std.	std.	std.
228 V-6		53,000				N.A.	std.	std.	std.
MAZDA 323 4			5,999			670	245	450*	749
323 4	7,299					670	245	450*	749
323 4					7,999	470	245	450*	749
323 SE 4	7,999		7,199			670	245	450*	749
323 LX 4	9,299					670	245	450*	749
323 GT Turbo 4	11,799					N.A.	245	450*	749
323 GTX Turbo 4			12,999			N.A.	std.	450*	749
626 DX 4	10,999					720	std.	450*	799
626 LX 4	12,899					720	std.	std.	799
626 LX 4 (hatchback)	13,099					720	std.	std.	799
626 Turbo 4	14,549					720	std.	std.	799
626 Turbo 4 (hatchback)	14,749					720	std.	std.	799

PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
626 Turbo 4 (4-wheel steering)	17,799					std.	std.	std.	799
MX-6 DX 4		11,099				720	std.	450*	799
MX-6 LX 4		12,999				720	std.	std.	799
MX-6 GT Turbo 4		15,099				720	std.	std.	799
929 V-6	19,850					std.	std.	std.	std.
RX-7 SE			16,150			670	std.	std.	859
RX-7 SE 2+2			16,650			670	std.	std.	859
RX-7 GTU			18,150			N.A.	std.	std.	859
RX-7 GXL			20,050			670	std.	std.	std.
RX-7 GXL 2+2			20,550			670	std.	std.	std.
RX-7 Turbo			22,750			N.A.	500	std.	std.
RX-7 Convertible				21,550		N.A.	std.	std.	859
RX-7 10th Anniversary			24,650			N.A.	std.	std.	std.

*—Radio price includes cassette player.
Mazda MX-6 models are U.S.-built.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MERCEDES-BENZ 190-E 2.3 4	29,190					770	std.	std.	std.
190-D 2.5 5	29,960					std.	std.	std.	std.
190-E 2.6 6	33,500					760	std.	std.	std.
260-E 6	37,845					915	std.	std.	std.
300-E 6	43,365					1,035	std.	std.	std.
300-CE 6		53,340				std.	std.	std.	std.
300-TE 6					47,730	std.	std.	std.	std.
300-SE 6	49,900					std.	std.	std.	std.
300-SEL 6	53,490					std.	std.	std.	std.
420-SEL V-8	59,080					std.	std.	std.	std.
560-SEL V-8	69,760					std.	std.	std.	std.
560-SL V-8		62,110				std.	std.	std.	std.
560-SEC V-8		77,065				std.	std.	std.	std.

Gas guzzler tax is $650 on 300-TE, 300-SE and 300-SEL; $1,050 on 420-SEL; $1,300 on 560-SL; and $1,500 on 560-SEL and 560-SEC.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MERCURY Tracer 4	8,914		8,216		9,399	415	235	std.	688
Topaz CS 4	9,323	9,166				482	std.	std.	773
Topaz XR-5 4		10,058				482	std.	std.	773
Topaz LS 4	10,591					482	std.	std.	773
Topaz LTS 4	11,541					482	std.	std.	773
Sable GS V-6	13,772				14,413	std.	std.	std.	std.
Sable LS V-6	14,765				15,432	std.	std.	std.	std.
Cougar LS V-6		14,026				std.	std.	std.	std.
Cougar XR-7 V-8		16,157				std.	std.	std.	std.
Grand Marquis GS V-8	16,079					std.	std.	std.	std.
Grand Marquis LS V-8	16,591					std.	std.	std.	std.
Colony Park GS V-8					16,428	std.	std.	std.	std.
Colony Park LS V-8					17,012	std.	std.	std.	std.
XR4Ti 4			19,142			427	std.	std.	std.
Scorpio V-6	24,048					550	std.	std.	std.

Tracer models are imported from Mexico.
XR4Ti and Scorpio models are imported from West Germany.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
MITSUBISHI Precis 4			5,395			N.A.	N.A.	295	N.A.
Precis RS 4			6,499			N.A.	N.A.	295	715
Precis LS 4			7,249			450	240	std.	715
Precis LS 4	7,499					450	240	std.	N.A.
Mirage 4	8,619					470	255	314	717
Mirage Turbo 4			9,239			N.A.	N.A.	476*	717
Cordia L 4			10,829			460	std.	std.	726
Cordia Turbo 4			12,389			N.A.	std.	std.	726
Galant Sigma V-6	16,129					830	std.	std.	std.
Starion ESi Turbo 4			17,129			N.A.	std.	std.	928
Starion ESi-R Turbo 4			19,789			700	std.	std.	std.

*—Radio price includes cassette player.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
NISSAN Sentra 4		6,699				N.A.	N.A.	*	735
Sentra E 4	8,649	7,599	7,699		9,224	825**	**	*	735
Sentra XE 4	9,749	9,149			10,174	850***	std.	***	735
Sentra XE 4wd Wagon 4					10,974	N.A.	std.	***	735
Sentra GXE 4	10,349					495	std.	std.	735
Sentra XE Coupe 4		10,124				850***	std.	***	735
Sentra SE Coupe 4		11,374				495	std.	std.	735
Pulsar NX XE 4			11,749			495	std.	std.	735
Pulsar NX SE 4			12,999			715	std.	std.	735
Pulsar NX Sportbak XE 4			12,299			495	std.	std.	735
Pulsar NX Sportbak SE 4			13,549			715	std.	std.	735
Stanza E 4	11,499					715	std.	std.	795
Stanza GXE 4	13,449					715	std.	std.	795
Stanza XE Wagon 4 (2wd)					12,599	865	std.	std.	795
Stanza XE Wagon 4 (4wd)					13,999	865	std.	std.	N.A.
200-SX XE 4		12,449	12,749			715	std.	std.	795
200-SX SE 4			15,549			715	std.	std.	795
Maxima GXE 6	17,499				18,699	std.	std.	std.	std.
Maxima SE 6	17,949					750	std.	std.	std.
Maxima Special Edition SE 6	18,999					750	std.	std.	std.
300-ZX GS 6			21,699			715	std.	std.	std.
300-ZX 2+2 GS 6			22,849			715	std.	std.	std.
300-ZX Turbo 6			24,099			715	std.	std.	std.
300-ZX LE Turbo 6			25,099			N.A.	std.	std.	std.

*—Radio is dealer installed on base Sentra and Sentra E. Nissan does not quote a price.
**—Automatic transmission price on Sentra E includes power steering.
***—Automatic transmission price on Sentra XE includes AM/FM Stereo Radio.
Sentra 2-door Sedans and 4-door Sedans are U.S.-built.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
OLDSMOBILE Firenza 4	9,295	9,295			9,995	415	std.	std.	675
Cutlass Calais 4	10,320	10,320				490	std.	std.	675
Cutlass Calais SL 4	11,195	11,195				490	std.	std.	675
Cutlass Calais Intl Series 4	13,695	13,695				490	std.	std.	std.
Cutlass Ciera 4	11,656	10,995				std.	std.	std.	775
Cutlass Ciera Cruiser 4					12,320	std.	std.	std.	775
Cutlass Ciera SL 4		11,845				std.	std.	std.	775
Cutlass Ciera Brougham 4	12,625					std.	std.	std.	775
Cutlass Ciera Brougham Cruiser 4					12,995	std.	std.	std.	775
Cutlass Ciera Intl Series 4	15,825	14,995				std.	std.	std.	std.
Cutlass Supreme V-6		12,846				std.	std.	std.	775
Cutlass Supreme SL V-6		13,495				std.	std.	std.	775
Cutlass Supreme Intl. V-6		15,644				std.	std.	std.	std.
Delta 88 V-6	14,498	14,498				std.	std.	std.	std.
Delta 88 Royale Brougham V-6	15,451	15,451				std.	std.	std.	std.
Custom Cruiser V-8					15,655	std.	std.	std.	std.
98 Regency V-6	17,995					std.	std.	std.	std.
98 Regency Brougham V-6	19,371					std.	std.	std.	std.
98 Touring Sedan V-6	24,470					std.	std.	std.	std.
Toronado V-6		20,598				std.	std.	std.	std.
Toronado Trofeo V-6		22,695				std.	std.	std.	std.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PEUGEOT 505-DL 4	15,950				16,975	625	std.	250*	std.
505-GLS 4	18,290				18,475	625	std.	250*	std.
505-SW8 4					19,200	625	std.	std.	std.
505-GLX V-6	20,425					625	std.	std.	std.
[illegible] TI 4	20,890					std.	std.	std.	std.
[illegible] V-6	24,690					625	std.	std.	std.
505 [illegible] S 4	25,330					625	std.	std.	std.
505 T[illegible]o S 4					24,330	std.	std.	std.	std.

*—Radio price includes cassette player.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PLYMOUTH Colt 4			5998			N.A.	N.A.	241	717
Colt E 4	7,872		6697			489	251	241	717
Colt DL 4	8,316		7949		8,859	489	251	241	717
Colt Premier	9,221					489	251	241	717
Colt Vista 4					11,461	489	251	265	717
Colt Vista 4 (4wd)					12,775	N.A.	std.	265	717
Horizon America 4	5,995					*	*	*	694
Sundance 4	8,245		7395			536	std.	155	694
Reliant America 4	6,995	6,995			7,695	*	*	*	775
Caravelle 4	10,659					std.	std.	std.	775
Caravelle SE 4	11,628					std.	std.	std.	775
Gran Fury Salon V-8	11,407					std.	std.	std.	830

*—Part of option package; not priced separately.
Colt models are imported from Japan.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PONTIAC LeMans 4			6399			N.A.	214	301	N.A.
LeMans 4	8,149	7,699				420	214	std.	660
LeMans SE 4	8,999					420	214	std.	660
Sunbird 4	8,499					415	225	std.	675
Sunbird SE 4	8,799	8,599			9,399	415	225	std.	675
Sunbird GT 4		10,899		16,199		415	std.	std.	675
Fiero 4		8,999				490	N.A.	std.	775
Fiero Formula 4		10,999				490	N.A.	std.	775
Fiero GT V-6		13,999				490	N.A.	std.	775
Grand Am 4	10,069	9,869				490	std.	std.	675
Grand Am LE 4	10,769	10,569				490	std.	std.	675
Grand Am SE 4	13,099	12,869				490	std.	std.	675

PRICES

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
Firebird V-6		10,999				490	std.	std.	775
Firebird Formula V-8		11,999				490	std.	std.	775
Firebird Trans Am V-8		13,999				490	std.	std.	775
Firebird Trans Am GTA V-8		19,299				std.	std.	std.	std.
Pontiac 6000 4	11,199				11,639	std.	std.	std.	775
Pontiac 6000 LE 4	11,839				12,299	std.	std.	std.	775
Pontiac 6000 S/E V-6	12,739				13,639	440	std.	std.	775
Pontiac 6000 STE V-6	18,874					std.	std.	std.	std.
Pontiac 6000 STE V-6 (AWD)	21,825					std.	std.	std.	std.
Grand Prix V-6		12,539				std.	std.	std.	775
Grand Prix LE V-6		13,239				std.	std.	std.	775
Grand Prix SE V-6		15,249				615	std.	std.	std.
Bonneville LE V-6	14,099					std.	std.	std.	std.
Bonneville SE V-6	16,299					std.	std.	std.	std.
Bonneville SSE V-6	21,879					std.	std.	std.	std.
Safari V-8					14,519	std.	std.	std.	std.

LeMans models are imported from South Korea.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
PORSCHE 924-S 4			26,560			1,100	std.	565*	std.
944 4			30,995			1,120	std.	565*	std.
944-S 4			36,830			N.A.	std.	565*	std.
944 Turbo 4			39,765			N.A.	std.	565*	std.
944 Turbo S 4			47,432			N.A.	std.	std.	std.
911 6		45,895		52,895		N.A.	N.A.	std.	std.
911 Targa 6		48,230				N.A.	N.A.	std.	std.
911 Turbo 6		68,670		85,060		N.A.	N.A.	std.	std.
911 Turbo Targa 6		77,065				N.A.	N.A.	std.	std.
928-S4 V-8			69,380			std.	std.	std.	std

*—Radio price includes cassette player.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
ROLLS-ROYCE Silver Spirit V-8	117,500					std.	std.	std.	std.
Silver Spur V-8	129,500					std.	std.	std.	std.
Silver Spur Limo V-8	198,000					std.	std.	std.	std.
Corniche II V-8				183,500		std.	std.	std.	std.
SAAB 900 4	15,935		15,432			472	std.	std.	std.
900-S 16-valve 4	19,783		19,280			472	std.	std.	std.
900 Turbo 16-valve 4			22,655	30,632		472	std.	std.	std.
9000-S 16-valve 4	24,037					609	std.	std.	std.
9000 Turbo 16-valve 4	28,985					609	std.	std.	std.
STERLING 825-S V-6	21,740					625	std.	std	std.
825 SL V-6	26,983					std	std	std	std
SUBARU Justy DL 3			5,666			N.A.	N.A.	200	685
Justy GL 3			6,666			N.A.	N.A.	std.	685
Justy GL 3 (4wd)			7,266			N.A.	N.A.	std.	685
Justy RS 3 (4wd)			7,666			N.A.	N.A.	std.	685
GL Hatchback 4			8,146			560	N.A.	std.	640
GL Hatchback 4 (4wd)			8,746			N.A.	N.A.	std.	640
DL 4	9,201		9,501		9,651	560	std.	200	700
DL 4 (4wd)					10,351	N.A.	std.	200	700
GL 4	10,846		11,146		11,296	560	std.	std.	700
GL 4 (4wd)	11,546		11,846		11,996	560	std.	std.	700
GL-10 4	14,381				14,831	std.	std.	std.	std.
GL-10 Turbo 4	15,406				15,856	std.	std.	std.	std.
GL Turbo 4 (4wd)					13,771	N.A.	std.	std.	std.
GL-10 Turbo 4 (4wd)	16,446				16,896	760	std.	std.	std.
RX Turbo 4 (4wd)	15,366		15,366			N.A.	std.	std.	std.
XT DL 4		9,866				N.A.	std.	200	822
XT GL 4		12,368				760	std.	std.	822
XT GL 4 (4wd)		13,068				N.A.	std.	std.	822
XT-6		16,116				std.	std.	std.	std.
XT-6 (4wd)		16,956				760	std.	std.	std.

Prices do not include suggested dealer preparation charge of $129.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
TOYOTA Tercel EZ 4		5,998	6,148			N.A.	N.A.	210	N.A.
Tercel 4		7,148				460	245	210	735
Tercel 4			6,988			470	245	210	735
Tercel Deluxe 4	8,328	8,238	8,088			470	245	210	735
Tercel Deluxe 4 (4wd)					10,698	390	245	300	735
Tercel SR-5 4 (4wd)					11,718	N.A.	245	std.	735
Corolla Deluxe 4	8,998					470	245	210	745
Corolla Deluxe 4					9,548	470	245	210	745
Corolla Deluxe All-Trac Wagon 4					10,948	750	245	210	745
Corolla SR-5 All-Trac Wagon 4					12,418	N.A.	std.	std.	745
Corolla LE 4	10,248					650	245	std.	745
Corolla FX 4			7,948			440	245	300	745
Corolla FX-16 4			9,978			690	std.	300	745
Corolla FX-16 GT-S 4			10,968			690	std.	300	745
Corolla Sport SR-5 4		10,348				650	245	330	745
Corolla Sport GT-S 4		12,478				N.A.	245	std.	745
Camry 4	11,248					650	std.	330	795
Camry Deluxe 4	12,098					730	std.	330	795
Camry Deluxe 4					12,788	730	std.	360	795
Camry Deluxe 4 (All-Trac)	13,828					N.A.	std.	330	795
Camry Deluxe V-6	13,148					730	std.	330	795
Camry Deluxe Wagon V-6					14,568	std.	std.	360	795
Camry LE 4	14,438				15,208	std.	std.	std.	795
Camry LE 4 (All-Trac)	15,448					N.A.	std.	std.	795
Camry LE V-6	15,998				16,788	std.	std.	std.	795
Cressida 6	20,998					std.	std.	std.	std.
MR2 4		13,458				730	N.A.	std.	795
MR2 4 (T-bar roof)		14,808				730	N.A.	std.	795
MR2 4 (supercharged)		17,068				730	N.A.	std.	795
Celica ST 4		11,548				650	std.	std.	795
Celica GT 4		13,288	13,538	18,248		650	std.	std.	795
Celica GT-S 4		15,298				730	std.	std.	960
Celica GT-S 4			15,648			N.A.	std.	std.	960
Celica Turbo 4 (All-Trac)			20,698			N.A.	std.	std.	960
Supra 6			21,740			720	std.	std.	std.
Supra 6 (sport roof)			22,780			720	std.	std.	std.
Supra Turbo 6			24,210			720	std.	std.	std.
Supra Turbo 6 (sport roof)			25,200			720	std.	std.	std.

Corrolla FX and FX-16 models are U.S.-built.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
VOLKSWAGEN Fox 4		6,590				N.A.	N.A.	415**	685
Fox GL 4	7,640				7,770*	N.A.	N.A.	415**	685
Golf 4			7,990			485	265	320	775
Golf GL 4	8,905		8,695			485	265	320	775
Golf GT 4	10,385		10,175			485	265	585**	775
GTI 16V 4			12,995			N.A.	std.	585**	775
Jetta 4	9,415	9,195				485	280	320	795
Jetta GL 4	10,590					485	std.	675**	795
Jetta GLI 16V 4	14,080					N.A.	std.	675**	795
Jetta Carat 4	14,570					485	std.	std.	std.
Cabriolet 4				14,750		485	280	std.	795
Cabriolet Bestseller 4				15,425		485	280	std.	795
Cabriolet Boutique 4				16,390		485	std.	std.	795
Scirocco 16V 4			14,440			N.A.	std.	430**	795
Quantum GL 5	17,975				18,375	495	std.	std.	std.
Quantum GL Syncro 5					21,205	N.A.	std.	std.	std.

*—Fox Wagon is a 2-door model.
**—Radio price includes cassette player.
All Golf and GTI models are U.S. built.
Jetta 2-door, base Jetta 4-door and Jetta GL 4-door are U.S. built.

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
VOLVO 240-DL 4	17,250				17,740	570	std.	466*	std.
240-GL 4	20,035				20,775	std.	std.	440*	std.
740-GLE 4	21,850				23,425	570	std.	std.	std.
740 Turbo 4	24,925				25,605	480	std.	std.	std.
760-GLE V-6	32,155					std.	std.	std.	std.
760-GLE Turbo 4	32,940				32,940	std.	std.	std.	std.
780 V-6		39,880				std.	std.	std.	std.

*—Radio price includes cassette player.
Gas-guzzler tax on 760-GLE V-6 and 780 is $650.

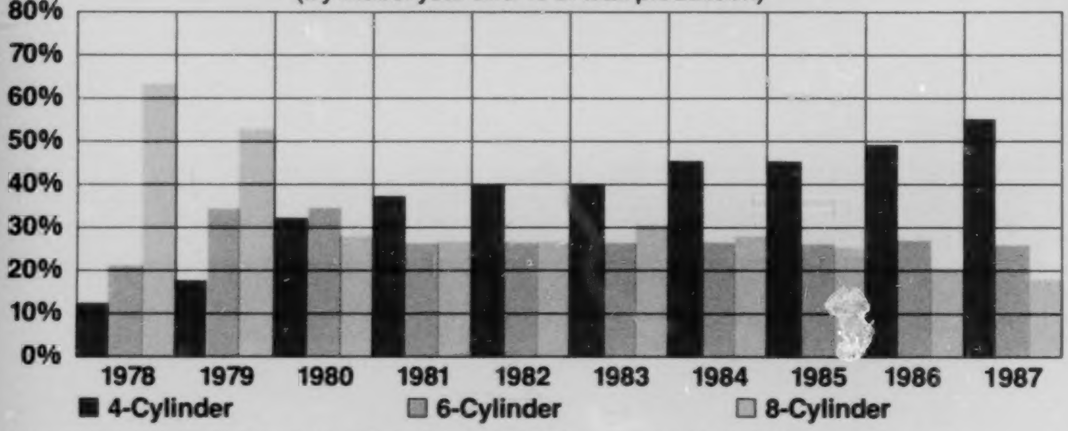
	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Auto. Trans.	Power Steering	AM/FM Stereo	Air Cond.
YUGO GV 4			4,349			N.A.	N.A.	239*	999**
GVL 4			4,599			N.A.	N.A.	379*	1,099**
GVS 4			4,699			N.A.	N.A.	379*	1,099*
GVX 4			5,699			N.A.	N.A.	379*	1,099**

*—Radio price includes cassette player.
**—Air conditioning price includes AM/FM/Stereo cassette radio.

OPTIONS/EQUIPMENT

GASOLINE ENGINE INSTALLATIONS, 1978-1987

(By model year and % of total production)



Four-cylinder engines were still the dominant choice for nearly half of the cars produced in 1987. Sizes were down less than a percentage point from 1986 and V-8 installations fell about two points for nearly a fifth of total production. See table on page 67.

Factory-installed convenience and control options continued to be extremely popular in 1987. More than 94 percent of all cars produced in the United States last year were equipped with power brakes and tinted glass, and over 97 percent had power steering. Air conditioning maintained its popularity and was factory-installed in 87.02 percent of all cars produced in the United States and Canada.

Upholstered bucket seats made inroads in seating in model year '87. Nearly 88 percent of the cars produced had cloth seats, and buckets increased to 55.20 percent, up from 51.42 percent in 1986. Leather as a factory option increased to 8.50 percent in 1987 model cars, while vinyl waned.

In the drivetrain category, automatic transmissions were installed in 86.25 percent of all new cars, although five-speed manuals took a larger 12.09-percent share of total output. Four- and six-cylinder engines gained momentum and were installed in over 80 percent of all cars in the 1987 model year. Four-cylinder gasoline engines were installed in 55.03 percent of all cars, up from 49.52 in 1986.

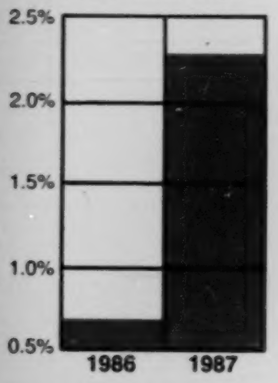
Not unexpectedly, fuel-injection continued to supplant carburetion. It went into 78.57 percent of all 1987 model U.S.-built cars, compared with 65.88 the previous year.

Options that continued to decline in 1987 were AM and AM/FM monaural radios, and diesel engines. Demand for stereo radio/cassette players grew, although interest in graphic equalizers was less substantial.

More interest in turbocharger installations, anti-lock brake system (ABS) installations and the addition of air bags added to the variety and sophistication of factory-installed options available in the 1987 model year. ■

ABS INSTALLATIONS

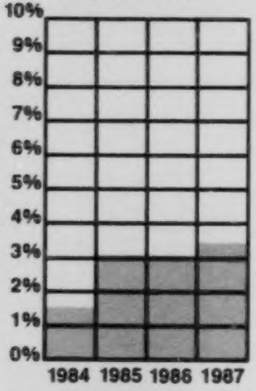
(By Model Year and % of Total Production)



Anti-lock braking system installations garnered a small but growing corner of total production in 1987. See table on page 78.

TURBOCHARGER INSTALLATIONS

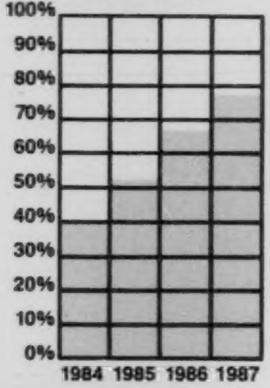
(By model year and % of total production)



Turbocharger installations reached 3.49 percent in 1987. See table on page 67.

FUEL-INJECTION INSTALLATIONS

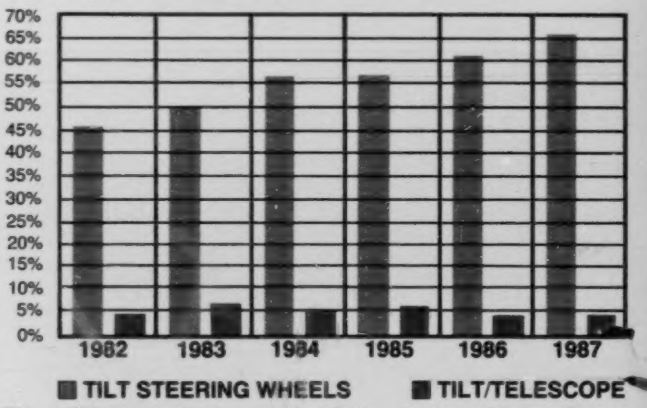
(By model year and % of total production)



Fuel-injection continued to supplant carburetion, taking nearly 79 percent of total production in 1987 for a 13.57 percent gain. See table on page 67.

TILT AND TILT/TELESCOPE STEERING WHEEL INSTALLATIONS

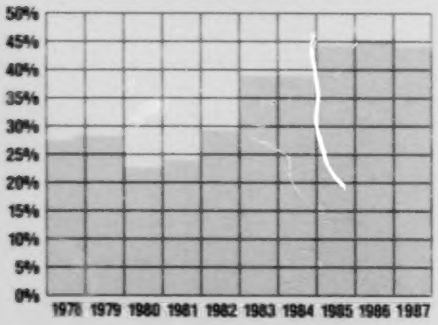
(By Model Year and % of Total Production)



Tilt and tilt/telescope steering wheel installations rose four points for a 66-percent share of total production. Combination tilt/telescope wheel installations stayed static, with a 3.89-percent output level in 1987. See table on page 73.

POWER SIDE WINDOW INSTALLATIONS

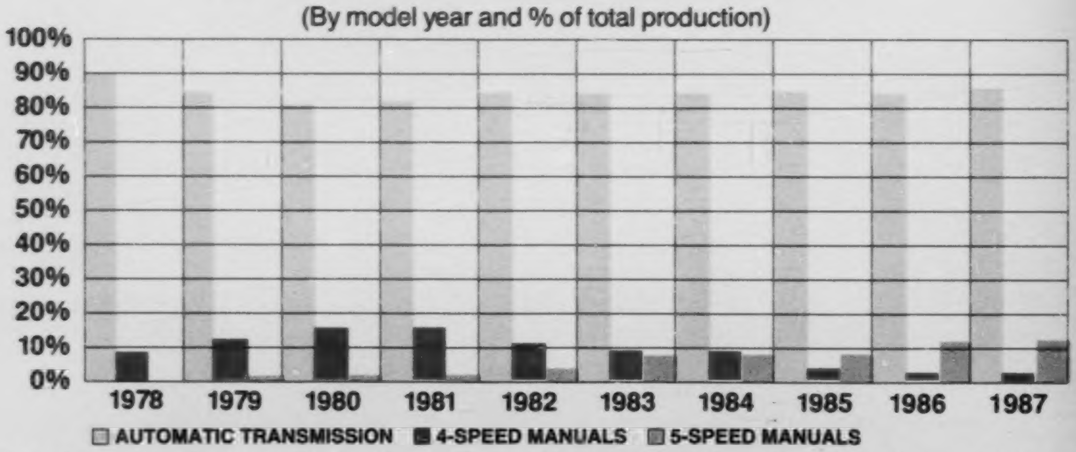
(By model year and % of total production)



Power side window installations fell slightly in 1987. Over 44 percent of new U.S.-built cars were equipped with power windows, however. See table on page 72.

TRANSMISSION INSTALLATIONS, 1978-1987

(By model year and % of total production)



Automatic transmissions were installed in the majority of cars built in the U.S. in 1987. Four-speed manual installations continued to drop, while the trend for "sporty" five-speeds was confirmed by a 12.09 percent share of total installations. See table on page 70.

OPTIONS/EQUIPMENT

Engine options on 1987 U.S. models

	V-8 Gasoline	Percent of Output	6-Cylinder Gasoline	Percent of Output	4-Cylinder Gasoline	Percent of Output	4-Cylinder Diesel	Percent of Output	Turbo-charging	Percent of Output	Fuel Injection	Percent of Output
CHRYSLER MOTORS	153,639	11.08	5,203	0.38	1,227,266	88.54	0	0.00	223,108	16.10	835,927	60.31
Eagle Total	0	0.00	5,203	12.53	36,336	87.47	0	0.00	0	0.00	41,539	100.00
Eagle	0	0.00	5,203	100.00	0	0.00	0	0.00	0	0.00	5,203	100.00
Alliance	0	0.00	0	0.00	36,336	100.00	0	0.00	0	0.00	36,336	100.00
Plymouth Total	16,551	3.64	0	0.00	438,715	96.36	0	0.00	25,141	5.52	271,856	59.71
Horizon	0	0.00	0	0.00	166,859	100.00	0	0.00	0	0.00	0	0.00
Sundance	0	0.00	0	0.00	93,696	100.00	0	0.00	18,810	20.08	93,696	100.00
Reliant	0	0.00	0	0.00	130,064	100.00	0	0.00	0	0.00	130,064	100.00
Caravelle	0	0.00	0	0.00	48,096	100.00	0	0.00	6,331	13.16	48,096	100.00
Gran Fury	16,551	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Chrysler Total	104,247	27.60	0	0.00	273,455	72.40	0	0.00	136,078	36.03	273,455	72.40
LeBaron K	0	0.00	0	0.00	63,069	100.00	0	0.00	15,174	24.06	63,069	100.00
LeBaron J	0	0.00	0	0.00	92,538	100.00	0	0.00	44,353	47.93	92,538	100.00
LeBaron GTS	0	0.00	0	0.00	44,013	100.00	0	0.00	21,422	48.67	44,013	100.00
N. Yorker E-Class	0	0.00	0	0.00	73,835	100.00	0	0.00	55,129	74.67	73,835	100.00
Fifth Avenue	104,247	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Dodge Total	32,841	6.42	0	0.00	478,760	93.58	0	0.00	61,889	12.10	249,077	48.69
Daytona	0	0.00	0	0.00	37,272	100.00	0	0.00	18,767	50.35	37,272	100.00
Omni	0	0.00	0	0.00	152,931	100.00	0	0.00	3,300	2.16	0	0.00
Shadow	0	0.00	0	0.00	93,222	100.00	0	0.00	22,675	24.32	93,222	100.00
Aries	0	0.00	0	0.00	121,486	100.00	0	0.00	0	0.00	44,734	36.82
Dodge 600	0	0.00	0	0.00	45,118	100.00	0	0.00	6,221	13.79	45,118	100.00
Lancer	0	0.00	0	0.00	28,731	100.00	0	0.00	10,926	38.03	28,731	100.00
Diplomat	32,841	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	495,292	23.83	526,081	25.31	1,053,595	50.68	3,747	0.18	23,812	1.15	2,074,969	99.82
Ford Division	223,348	15.15	331,626	22.50	916,448	62.17	2,784	0.19	23,812	1.62	1,471,422	99.81
Escort	0	0.00	0	0.00	397,869	99.31	2,784	0.69	0	0.00	397,869	99.31
Mustang	66,008	41.48	0	0.00	93,137	58.52	0	0.00	0	0.00	159,145	100.00
Tempo	0	0.00	0	0.00	282,632	100.00	0	0.00	0	0.00	282,632	100.00
Crown Victoria	128,878	100.00	0	0.00	0	0.00	0	0.00	0	0.00	128,878	100.00
Taurus	0	0.00	255,766	68.25	118,997	31.75	0	0.00	0	0.00	374,763	100.00
Thunderbird	28,463	22.21	75,860	59.20	23,812	18.58	0	0.00	23,812	18.58	128,135	100.00
L-M Division	271,944	44.99	194,455	32.17	137,148	22.69	963	0.16	0	0.00	603,547	99.84
Mercury Total	162,578	32.83	194,455	39.27	137,148	27.70	963	0.19	0	0.00	494,181	99.81
Lynx	0	0.00	0	0.00	39,078	97.59	963	2.41	0	0.00	39,078	97.59
Topaz	0	0.00	0	0.00	98,070	100.00	0	0.00	0	0.00	98,070	100.00
Grand Marquis	131,194	100.00	0	0.00	0	0.00	0	0.00	0	0.00	131,194	100.00
Cougar	31,384	30.02	73,142	69.98	0	0.00	0	0.00	0	0.00	104,526	100.00
Sable	0	0.00	121,313	100.00	0	0.00	0	0.00	0	0.00	121,313	100.00
Lincoln Total	109,366	100.00	0	0.00	0	0.00	0	0.00	0	0.00	109,366	100.00
Continental	17,597	100.00	0	0.00	0	0.00	0	0.00	0	0.00	17,597	100.00
Lincoln	76,483	100.00	0	0.00	0	0.00	0	0.00	0	0.00	76,483	100.00
Mark VII	15,286	100.00	0	0.00	0	0.00	0	0.00	0	0.00	15,286	100.00
GENERAL MOTORS	844,187	21.94	1,584,556	41.18	1,419,168	36.88	0	0.00	33,103	0.86	3,229,774	83.94
Buick Total	30,096	4.64	427,855	65.96	190,738	29.40	0	0.00	25,996	4.01	596,054	91.89
Skyhawk	0	0.00	0	0.00	46,664	100.00	0	0.00	585	1.25	46,664	100.00
Century	0	0.00	98,518	53.49	85,660	46.51	0	0.00	0	0.00	184,178	100.00
Regal	17,337	26.56	47,950	73.44	0	0.00	0	0.00	25,411	38.92	25,411	38.92
Somerset/Skylark	0	0.00	21,792	27.17	58,414	72.83	0	0.00	0	0.00	80,206	100.00
LeSabre (fwd)	0	0.00	154,331	100.00	0	0.00	0	0.00	0	0.00	154,331	100.00
LeSabre (rwd)	12,759	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Electra (fwd)	0	0.00	90,041	100.00	0	0.00	0	0.00	0	0.00	90,041	100.00
Riviera	0	0.00	15,223	100.00	0	0.00	0	0.00	0	0.00	15,223	100.00
Cadillac Total	268,021	94.85	14,561	5.15	0	0.00	0	0.00	0	0.00	217,078	76.82
Cimarron	0	0.00	14,561	100.00	0	0.00	0	0.00	0	0.00	14,561	100.00
Allante	3,366	100.00	0	0.00	0	0.00	0	0.00	0	0.00	3,366	100.00
Brougham (rwd)	65,504	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
DeVille (fwd)	162,798	100.00	0	0.00	0	0.00	0	0.00	0	0.00	162,798	100.00
Eldorado	17,775	100.00	0	0.00	0	0.00	0	0.00	0	0.00	17,775	100.00
Seville	18,578	100.00	0	0.00	0	0.00	0	0.00	0	0.00	18,578	100.00
Chevrolet Total	371,883	29.47	341,556	27.07	548,535	43.47	0	0.00	0	0.00	950,800	75.34
Chevette	0	0.00	0	0.00	46,208	100.00	0	0.00	0	0.00	0	0.00
Camaro	77,321	56.13	60,439	43.87	0	0.00	0	0.00	0	0.00	137,760	100.00
Cavalier	0	0.00	53,230	15.37	293,024	84.63	0	0.00	0	0.00	346,254	100.00
Celebrity	0	0.00	177,407	47.12	199,122	52.88	0	0.00	0	0.00	376,529	100.00
Corsica/Beretta	0	0.00	6,864	40.27	10,181	59.73	0	0.00	0	0.00	17,045	100.00
Monte Carlo	62,813	79.46	16,232	20.54	0	0.00	0	0.00	0	0.00	15,196	19.22
Caprice	201,117	88.02	27,384	11.98	0	0.00	0	0.00	0	0.00	27,384	11.98
Corvette	30,632	100.00	0	0.00	0	0.00	0	0.00	0	0.00	30,632	100.00
Oldsmobile Total	106,213	12.45	489,834	57.41	257,220	30.15	0	0.00	0	0.00	710,359	83.25
Firenza	0	0.00	783	3.03	25,045	96.97	0	0.00	0	0.00	25,828	100.00
Calais	0	0.00	28,664	24.50	88,346	75.50	0	0.00	0	0.00	117,010	100.00
Cutlass Ciera	0	0.00	153,458	51.62	143,829	48.38	0	0.00	0	0.00	297,287	100.00
Cutlass Supreme	88,471	70.68	36,695	29.32	0	0.00	0	0.00	0	0.00	0	0.00
88 (fwd)	0	0.00	170,432	100.00	0	0.00	0	0.00	0	0.00	170,432	100.00
88 (rwd)	17,742	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Olds 98	0	0.00	84,762	100.00	0	0.00	0	0.00	0	0.00	84,762	100.00
Toronado	0	0.00	15,040	100.00	0	0.00	0	0.00	0	0.00	15,040	100.00
Pontiac Total	67,974	8.48	310,750	38.78	422,675	52.74	0	0.00	7,107	0.89	755,483	94.27
Fiero	0	0.00	18,422	39.55	28,159	60.45	0	0.00	0	0.00	46,581	100.00
Pontiac 1000	0	0.00	0	0.00	5,628	100.00	0	0.00	0	0.00	0	0.00
Firebird	54,552	61.55	34,071	38.45	0	0.00	0	0.00	0	0.00	61,757	69.69
Sunbird	0	0.00	0	0.00	106,769	100.00	0	0.00	4,795	4.49	106,769	100.00
Grand Am	0	0.00	61,457	25.11	183,271	74.89	0	0.00	2,312	0.94	244,728	100.00
Pontiac 6000	0	0.00	72,985	42.47	98,848	57.53	0	0.00	0	0.00	171,833	100.00
Bonneville	0	0.00	123,815	100.00	0	0.00	0	0.00	0	0.00	123,815	100.00
Safari/Parisienne	13,422	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	0	0.00	0	0.00	309,534	100.00	0	0.00	0	0.00	73,623	23.79
Civic	0	0.00	0	0.00	92,061	100.00	0	0.00	0	0.00	0	0.00
Accord	0	0.00	0	0.00	217,473	100.00	0	0.00	0	0.00	73,623	33.85
NISSAN	0	0.00	0	0.00	137,427	100.00	0	0.00	0	0.00	0	0.00
NUMMI	0	0.00	0	0.00	197,375	100.00	0	0.00	0	0.00	21,101	10.69
Corolla	0	0.00	0	0.00	42,480	100.00	0	0.00	0	0.00	21,101	49.67
Nova	0	0.00	0	0.00	154,895	100.00	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	0	0.00	0	0.00	76,389	99.99	11	0.01	0	0.00	76,400	100.00
Golf/GTI	0	0.00	0	0.00	62,631	99.98	11	0.02	0	0.00	62,642	100.00
Jetta	0	0.00	0	0.00	13,758	100.00	0	0.00	0	0.00	13,758	100.00
Total Cars, U.S.	1,493,118	18.59	2,115,840	26.34	4,420,754	55.03	3,759	0.05	280,023	3.49	6,311,793	78.57

OPTIONS/EQUIPMENT

Transmission options on 1987 U.S. models

	Automatic Transmission	Percent of Output	4-Speed Manual	Percent of Output	5-Speed Manual	Percent of Output	Manual w/Electronic Overdrive	Percent of Output	Four Wheel Drive	Percent of Output	Limited Slip Differential	Percent of Output
CHRYSLER MOTORS	1,206,418	87.04	6,286	0.45	173,404	12.51	0	0.00	5,203	0.38	0	0.00
Eagle Total	23,324	56.15	6,286	15.13	11,929	28.72	0	0.00	5,203	12.53	0	0.00
Eagle	5,120	98.40	0	0.00	83	1.60	0	0.00	5,203	100.00	0	0.00
Alliance	18,204	50.10	6,286	17.30	11,846	32.60	0	0.00	0	0.00	0	0.00
Plymouth Total	391,975	86.10	0	0.00	63,291	13.90	0	0.00	0	0.00	0	0.00
Horizon	120,797	72.39	0	0.00	46,062	27.61	0	0.00	0	0.00	0	0.00
Sundance	76,986	82.17	0	0.00	16,710	17.83	0	0.00	0	0.00	0	0.00
Reliant	129,545	99.60	0	0.00	519	0.40	0	0.00	0	0.00	0	0.00
Caravelle	48,096	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Gran Fury	16,551	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Chrysler Total	367,562	97.32	0	0.00	10,140	2.68	0	0.00	0	0.00	0	0.00
LeBaron K	63,069	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
LeBaron J	85,608	92.51	0	0.00	6,930	7.49	0	0.00	0	0.00	0	0.00
LeBaron GTS	40,803	92.71	0	0.00	3,210	7.29	0	0.00	0	0.00	0	0.00
N. Yorker E-Class	73,835	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	104,247	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Dodge Total	423,557	82.79	0	0.00	88,044	17.21	0	0.00	0	0.00	0	0.00
Daytona	21,566	57.86	0	0.00	15,706	42.14	0	0.00	0	0.00	0	0.00
Omni	105,309	68.86	0	0.00	47,622	31.14	0	0.00	0	0.00	0	0.00
Shadow	71,537	76.74	0	0.00	21,685	23.26	0	0.00	0	0.00	0	0.00
Aries	120,995	99.60	0	0.00	491	0.40	0	0.00	0	0.00	0	0.00
Dodge 600	45,118	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Lancer	26,191	91.16	0	0.00	2,540	8.84	0	0.00	0	0.00	0	0.00
Diplomat	32,841	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	1,645,470	79.16	90,169	4.34	343,077	16.50	273,404	13.15	15,388	0.74	163,349	7.86
Ford Division	1,084,720	73.58	80,842	5.48	308,643	20.94	273,404	18.55	12,204	0.83	116,205	7.88
Escort	203,730	50.85	80,842	20.18	116,081	28.97	80,842	20.18	0	0.00	0	00.0
Mustang	71,398	44.86	0	0.00	87,747	55.14	87,747	55.14	0	0.00	65,933	41.43
Tempo	209,533	74.14	0	0.00	73,099	25.86	73,099	25.66	12,204	4.32	0	0.00
Crown Victoria	128,878	100.00	0	0.00	0	0.00	0	0.00	0	0.00	15,365	11.92
Taurus	358,371	95.63	0	0.00	16,392	4.37	16,392	4.37	0	0.00	0	0.00
Thunderbird	112,810	88.04	0	0.00	15,325	11.96	15,325	11.96	0	0.00	34,908	27.24
L-M Division	560,750	92.76	9,326	1.54	34,434	5.70	0	0.00	3,183	0.53	47,143	7.80
Mercury Total	451,384	91.16	9,326	1.88	34,434	6.95	0	0.00	3,183	0.64	30,154	6.09
Lynx	20,506	51.21	9,326	23.29	10,209	25.50	0	0.00	0	0.00	0	0.00
Topaz	73,845	75.30	0	0.00	24,225	24.70	0	0.00	3,183	3.25	0	0.00
Grand Marquis	131,194	100.00	0	0.00	0	0.00	0	0.00	0	0.00	12,673	9.66
Cougar	104,526	100.00	0	0.00	0	0.00	0	0.00	0	0.00	17,480	16.72
Sable	121,313	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Lincoln Total	109,366	100.00	0	0.00	0	0.00	0	0.00	0	0.00	16,990	15.53
Continental	17,597	100.00	0	0.00	0	0.00	0	0.00	0	0.00	2,929	16.65
Lincoln	76,483	100.00	0	0.00	0	0.00	0	0.00	0	0.00	8,209	10.73
Mark VII	15,286	100.00	0	0.00	0	0.00	0	0.00	0	0.00	5,851	38.28
GENERAL MOTORS	3,673,308	95.46	36,500	0.95	138,100	3.59	4,299	0.11	3,366	0.09	166,562	4.33
Buick Total	642,666	99.07	1,022	0.16	5,001	0.77	0	0.00	0	0.00	23,950	3.69
Skyhawk	42,875	91.88	1,022	2.19	2,767	5.93	0	0.00	0	0.00	0	0.00
Century	184,178	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Regal	65,287	100.00	0	0.00	0	0.00	0	0.00	0	0.00	22,634	34.67
Somerset/Skylark	77,972	97.21	0	0.00	2,234	2.79	0	0.00	0	0.00	0	0.00
LeSabre (fwd)	154,331	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
LeSabre (rwd)	12,759	100.00	0	0.00	0	0.00	0	0.00	0	0.00	1,316	10.31
Electra (fwd)	90,041	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Riviera	15,223	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Cadillac Total	282,150	99.85	0	0.00	432	0.15	0	0.00	3,366	1.19	0	0.00
Cimarron	14,129	97.03	0	0.00	432	2.97	0	0.00	0	0.00	0	0.00
Allante	3,366	100.00	0	0.00	0	0.00	0	0.00	3,366	100.00	0	0.00
Brougham (rwd)	65,504	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
DeVille (fwd)	162,798	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Eldorado	17,775	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Seville	18,578	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Chevrolet Total	1,170,122	92.72	34,063	2.70	57,789	4.58	4,299	0.34	0	0.00	104,785	8.30
Chevette	28,171	60.97	15,134	32.75	2,903	6.28	0	0.00	0	0.00	0	0.00
Camaro	115,109	83.56	0	0.00	22,651	16.44	0	0.00	0	0.00	40,823	29.63
Cavalier	300,224	86.71	14,630	4.23	31,400	9.07	0	0.00	0	0.00	0	0.00
Celebrity	376,278	99.93	0	0.00	251	0.07	0	0.00	0	0.00	0	0.00
Corsica/Beretta	16,461	96.57	0	0.00	584	3.43	0	0.00	0	0.00	0	0.00
Monte Carlo	79,045	100.00	0	0.00	0	0.00	0	0.00	0	0.00	16,768	21.21
Caprice	228,501	100.00	0	0.00	0	0.00	0	0.00	0	0.00	16,562	7.25
Corvette	26,333	85.97	4,299	14.03	0	0.00	4,299	14.03	0	0.00	30,632	100.00
Oldsmobile Total	845,500	99.09	552	0.06	7,215	0.85	0	0.00	0	0.00	6,739	0.79
Firenza	24,139	93.46	552	2.14	1,137	4.40	0	0.00	0	0.00	0	0.00
Calais	110,932	94.81	0	0.00	6,078	5.19	0	0.00	0	0.00	0	0.00
Cutlass Ciera	297,287	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Cutlass Supreme	125,166	100.00	0	0.00	0	0.00	0	0.00	0	0.00	5,676	4.53
88 (fwd)	170,432	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
88 (rwd)	17,742	100.00	0	0.00	0	0.00	0	0.00	0	0.00	1,063	5.99
Olds 98	84,762	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Toronado	15,040	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Pontiac Total	732,870	91.45	863	0.11	67,662	8.44	0	0.00	0	0.00	31,088	3.88
Fiero	25,446	54.63	0	0.00	21,135	45.37	0	0.00	0	0.00	0	0.00
Pontiac 1000	3,914	69.55	863	15.33	851	15.12	0	0.00	0	0.00	0	0.00
Firebird	78,066	88.09	0	0.00	10,557	11.91	0	0.00	0	0.00	30,411	34.32
Sunbird	91,293	85.51	0	0.00	15,476	14.49	0	0.00	0	0.00	0	0.00
Grand Am	225,652	92.21	0	0.00	19,076	7.79	0	0.00	0	0.00	0	0.00
Pontiac 6000	171,262	99.67	0	0.00	567	0.33	0	0.00	0	0.00	0	0.00
Bonneville	123,815	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Safari/Paris.	13,422	100.00	0	0.00	0	0.00	0	0.00	0	0.00	677	5.04
HONDA	187,551	60.59	0	0.00	121,983	39.41	0	0.00	0	0.00	309,534	100.00
Civic	52,152	56.65	0	0.00	39,909	43.35	0	0.00	0	0.00	92,061	100.00
Accord	135,399	62.26	0	0.00	82,074	37.74	0	0.00	0	0.00	217,473	100.00
NISSAN	51,564	37.52	0	0.00	85,863	62.48	0	0.00	0	0.00	0	0.00
NUMMI	142,792	72.35	0	0.00	54,583	27.65	0	0.00	0	0.00	0	0.00
Corolla	20,672	48.66	0	0.00	21,808	51.34	0	0.00	0	0.00	0	0.00
Nova	122,121	78.84	0	0.00	32,774	21.16	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	21,997	28.79	0	0.00	54,403	71.21	0	0.00	0	0.00	0	0.00
Golf/GTI	15,282	24.40	0	0.00	47,360	75.60	0	0.00	0	0.00	0	0.00
Jetta	6,715	48.81	0	0.00	7,043	51.19	0	0.00	0	0.00	0	0.00
Total Cars, U.S.	6,929,099	86.25	132,955	1.66	971,414	12.09	277,703	3.46	23,957	0.30	639,445	7.96

OPTIONS/EQUIPMENT

Power equipment, lighting options on 1987 U.S. models

	Power Windows	Percent of Output	Power Locks	Percent of Output	Power Side Mirrors	Percent of Output	Halogen Headlamps	Percent of Output	Light Package	Percent of Output
CHRYSLER MOTORS	397,236	28.66	452,564	32.65	286,646	20.68	1,184,120	85.43	480,966	34.70
Eagle Total	2,376	5.72	4,693	11.30	598	1.44	37,600	90.52	12,290	29.59
Eagle	1,722	33.10	2,404	46.20	598	11.50	1,264	24.30	4,287	82.40
Alliance	654	1.80	2,289	6.30	0	0.00	36,336	100.00	8,003	22.02
Plymouth Total	20,176	4.43	52,633	11.56	22,638	4.97	455,266	100.00	94,326	20.72
Horizon	0	0.00	0	0.00	0	0.00	166,859	100.00	0	0.00
Sundance	4,268	4.55	12,721	13.58	16,516	17.63	93,696	100.00	74,907	79.95
Reliant	0	0.00	21,470	16.51	0	0.00	130,064	100.00	9,321	7.17
Caravelle	12,028	25.01	12,028	25.01	6,122	12.73	48,096	100.00	6,029	12.54
Gran Fury	3,881	23.45	6,413	38.75	0	0.00	16,551	100.00	4,069	24.58
Chrysler Total	305,777	80.96	300,165	79.47	185,259	49.05	377,702	100.00	247,008	65.40
LeBaron K	33,704	53.44	33,706	53.44	19,067	30.23	63,069	100.00	0	0.00
LeBaron J	73,176	79.08	72,437	78.28	72,437	78.28	92,538	100.00	44,547	48.14
LeBaron GTS	20,815	47.29	20,815	47.29	19,920	45.26	44,013	100.00	24,394	55.42
N. Yorker E-Class	73,835	100.00	71,096	96.29	73,835	100.00	73,835	100.00	73,835	100.00
Fifth Avenue	104,247	100.00	102,111	97.95	0	0.00	104,247	100.00	104,232	99.99
Dodge Total	68,906	13.47	95,073	18.58	78,151	15.28	313,552	61.29	127,342	24.89
Daytona	19,879	53.33	17,289	46.39	34,779	93.31	37,272	100.00	18,541	49.75
Omni	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Shadow	5,843	6.27	13,721	14.72	24,825	26.63	93,222	100.00	73,187	78.51
Aries	0	0.00	19,469	16.03	0	0.00	121,486	100.00	9,368	7.71
Dodge 600	15,963	35.38	15,963	35.38	7,871	17.44	0	0.00	1,705	3.78
Lancer	11,005	38.30	11,005	38.30	10,676	37.16	28,731	100.00	16,681	58.06
Diplomat	16,216	49.38	17,627	53.67	0	0.00	32,841	100.00	7,860	23.93
FORD MOTOR CO.	1,022,997	49.21	1,129,901	54.36	1,794,881	86.35	1,950,581	93.84	1,136,281	54.66
Ford Division	552,085	37.45	665,776	45.16	1,202,056	81.54	1,346,071	91.31	687,945	46.67
Escort	0	0.00	0	0.00	314,888	78.59	400,653	100.00	89,815	22.42
Mustang	65,504	41.16	144,199	90.61	68,305	42.92	159,145	100.00	159,145	100.00
Tempo	40,995	14.50	86,779	30.70	260,886	92.31	282,632	100.00	141,648	50.12
Crown Victoria	90,823	70.47	94,691	73.47	90,823	70.47	128,878	100.00	94,805	73.56
Taurus	232,983	62.17	226,576	60.46	343,567	91.68	374,763	100.00	92,373	24.65
Thunderbird	121,780	95.04	113,530	88.60	123,585	96.45	0	0.00	110,160	85.97
L-M Division	470,911	77.90	464,125	76.78	592,826	98.07	604,510	100.00	448,337	74.17
Mercury Total	361,545	73.02	354,759	71.65	483,460	97.64	495,144	100.00	338,971	68.46
Lynx	0	0.00	0	0.00	28,357	70.82	40,041	100.00	0	0.00
Topaz	27,582	28.12	27,582	28.12	98,070	100.00	98,070	100.00	44,558	45.43
Grand Marquis	131,194	100.00	128,533	97.97	131,194	100.00	131,194	100.00	114,689	87.42
Cougar	99,844	95.52	95,860	91.71	104,526	100.00	104,526	100.00	91,855	87.88
Sable	102,925	84.84	102,784	84.73	121,313	100.00	121,313	100.00	87,869	[illegible]2.43
Lincoln Total	109,366	100.00	109,366	100.00	109,366	100.00	109,366	100.00	109,366	[illegible].00
Continental	17,597	100.00	17,597	100.00	17,597	100.00	17,597	100.00	17,597	100.00
Lincoln	76,483	100.00	76,483	100.00	76,483	100.00	76,483	100.00	76,483	100.00
Mark VII	15,286	100.00	15,286	100.00	15,286	100.00	15,286	100.00	15,286	100.00
GENERAL MOTORS	1,959,046	50.91	2,155,728	56.02	647,917	16.84	2,533,496	65.84	2,397,750	62.31
Buick Total	425,318	65.57	461,097	71.08	185,504	28.60	451,014	69.53	648,689	100.00
Skyhawk	4,761	10.20	5,653	12.11	0	0.00	46,664	100.00	46,664	100.00
Century	99,394	53.97	121,527	65.98	7,162	3.89	184,178	100.00	184,178	100.00
Regal	52,111	79.82	44,758	68.56	19,192	29.40	26,718	40.92	65,287	100.00
Somerset/Skylark	29,796	37.15	33,801	42.14	2,268	2.83	80,206	100.00	80,206	100.00
LeSabre (fwd)	121,949	79.02	137,828	89.31	55,666	36.07	0	0.00	154,331	100.00
LeSabre (rwd)	12,043	94.39	12,406	97.23	2,729	21.39	7,984	62.58	12,759	100.00
Electra (fwd)	90,041	100.00	89,901	99.84	83,264	92.47	90,041	100.00	90,041	100.00
Riviera	15,223	100.00	15,223	100.00	15,223	100.00	15,223	100.00	15,223	100.00
Cadillac Total	282,582	100.00	282,582	100.00	278,292	98.48	282,582	100.00	282,582	100.00
Cimarron	14,561	100.00	14,561	100.00	10,271	70.54	14,561	100.00	14,561	100.00
Allante	3,366	100.00	3,366	100.00	3,366	100.00	3,366	100.00	3,366	100.00
Brougham (rwd)	65,504	100.00	65,504	100.00	65,504	100.00	65,504	100.00	65,504	100.00
DeVille (fwd)	162,798	100.00	162,798	100.00	162,798	100.00	162,798	100.00	162,796	100.00
Eldorado	17,775	100.00	17,775	100.00	17,775	100.00	17,775	100.00	17,775	100.00
Seville	18,578	100.00	18,578	100.00	18,578	100.00	18,578	100.00	18,578	100.00
Chevrolet Total	473,217	37.50	504,010	39.94	26,453	2.10	808,668	64.08	380,665	30.16
Chevette	46,208	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Camaro	66,194	48.05	65,023	47.20	440	0.32	45,794	33.24	59,859	43.45
Cavalier	32,017	9.25	66,059	19.08	0	0.00	38,392	11.09	74,801	21.60
Celebrity	92,340	24.52	126,323	33.55	0	0.00	376,529	100.00	88,884	23.61
Corsica/Beretta	4,232	24.83	4,335	25.43	0	0.00	17,045	100.00	10,018	58.77
Monte Carlo	54,848	69.39	51,356	64.97	0	0.00	71,775	90.80	55,450	70.15
Caprice	146,747	64.22	161,167	70.53	76	0.03	228,501	100.00	61,021	26.71
Corvette	30,632	100.00	29,748	97.11	25,937	84.67	30,632	100.00	30,632	100.00
Oldsmobile Total	520,498	61.00	547,698	64.19	72,011	8.44	620,792	72.75	603,098	70.68
Firenza	3,908	15.13	4,343	16.82	0	0.00	6,527	25.27	13,695	53.02
Calais	35,876	30.66	38,397	32.82	0	0.00	117,010	100.00	62,333	53.27
Cutlass Ciera	143,720	48.34	170,211	57.25	0	0.00	126,493	42.55	176,418	59.34
Cutlass Supreme	77,595	61.99	68,719	54.90	0	0.00	94,338	75.37	75,643	60.43
88 (fwd)	143,777	84.36	149,142	87.51	13,463	7.90	170,432	100.00	157,465	92.39
88 (rwd)	15,820	89.17	17,083	96.29	9,772	55.08	6,190	34.89	17,742	100.00
Olds 98	84,762	100.00	84,762	100.00	33,736	39.80	84,762	100.00	84,762	100.00
Toronado	15,040	100.00	15,040	100.00	15,040	100.00	15,040	100.00	15,040	100.00
Pontiac Total	257,430	32.12	360,341	44.96	85,657	10.69	370,439	46.22	482,716	60.23
Fiero	3,271	7.02	17,188	36.90	15,211	32.65	46,581	100.00	5,198	11.16
Pontiac 1000	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Firebird	59,605	67.26	49,843	56.24	15,363	17.33	88,623	100.00	64,303	72.56
Sunbird	4,504	4.22	9,694	9.08	11	0.01	4	0.00	20,225	18.94
Grand Am	88,889	36.32	73,984	30.23	17,232	7.04	101,696	41.55	156,361	63.89
Pontiac 6000	64,256	37.39	88,004	51.22	10,923	6.36	0	0.00	113,151	65.85
Bonneville	24,691	19.94	109,090	88.11	26,918	21.74	123,815	100.00	110,461	89.21
Safari/Parisienne	12,214	91.00	12,538	93.41	0	0.00	9,721	72.43	13,018	96.99
HONDA	163,730	52.90	163,730	52.90	309,534	100.00	309,534	100.00	0	0.00
Civic	0	0.00	0	0.00	92,061	100.00	92,061	100.00	0	0.00
Accord	163,730	75.29	163,730	75.29	217,473	100.00	217,473	100.00	0	0.00
NISSAN	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
NUMMI	6,004	3.04	6,004	3.04	0	0.00	22,062	11.18	0	0.00
Corolla	797	1.88	797	1.88	0	0.00	0	0.00	0	0.00
Nova	5,207	3.36	5,207	3.36	0	0.00	22,062	14.24	0	0.00
VOLKSWAGEN	2,845	3.72	2,845	3.72	4,431	5.80	76,400	100.00	0	0.00
Golf/GTI	2,250	3.59	2,250	3.59	3,571	5.70	62,642	100.00	0	0.00
Jetta	595	4.32	595	4.32	860	6.25	13,758	100.00	0	0.00
Total Cars, U.S.	3,551,858	44.21	3,910,773	48.68	3,043,409	37.88	6,076,194	75.64	4,014,997	49.98

OPTIONS/EQUIPMENT

Cruise control, A/C, steering wheel options on U.S. models

	Cruise Control	Percent of Output	Tilt Wheel	Percent of Output	Tilt & Telescope	Percent of Output	Air Conditioning	Percent of Output	Intermittent Windshield Wipers	Percent of Output	Rear Window Defogger	Percent of Output
CHRYSLER MOTORS	621,724	44.85	691,660	49.90	0	0.00	1,151,616	83.08	1,333,293	96.19	1,227,678	88.57
Eagle Total	8,343	20.09	8,802	21.19	0	0.00	26,576	63.98	5,905	14.21	25,685	61.85
Eagle	3,439	66.10	4,475	86.00	0	0.00	4,844	93.10	0	0.00	4,901	94.20
Alliance	4,904	13.50	4,328	11.91	0	0.00	21,732	59.81	5,905	16.25	20,784	57.20
Plymouth Total	117,566	25.82	127,103	27.92	0	0.00	369,729	81.21	448,411	98.49	400,768	88.02
Horizon	0	0.00	0	0.00	0	0.00	113,222	67.86	166,859	100.00	166,859	100.00
Sundance	46,523	49.65	46,523	49.65	0	0.00	78,616	83.91	93,696	100.00	79,284	84.62
Reliant	35,270	27.12	41,651	32.02	0	0.00	114,521	88.05	127,547	98.06	94,413	72.59
Caravelle	29,056	60.41	27,671	57.53	0	0.00	47,360	98.47	46,097	95.84	46,562	96.81
Gran Fury	6,718	40.59	11,259	68.03	0	0.00	16,010	96.73	14,213	85.87	13,650	82.47
Chrysler Total	358,102	94.81	359,601	95.21	0	0.00	330,333	87.46	376,303	99.63	352,954	93.45
LeBaron K	59,187	93.85	59,186	93.84	0	0.00	62,274	98.74	63,069	100.00	60,046	95.21
LeBaron J	84,236	91.03	84,236	91.03	0	0.00	47,142	50.94	92,538	100.00	84,778	91.61
LeBaron GTS	41,602	94.52	41,585	94.48	0	0.00	43,257	98.28	44,013	100.00	34,925	79.35
N. Yorker E-Class	72,328	97.96	72,230	97.83	0	0.00	73,413	99.43	73,835	100.00	68,958	93.39
Fifth Avenue	100,749	96.64	102,364	98.19	0	0.00	104,247	100.00	102,848	98.66	104,247	100.00
Dodge Total	137,712	26.92	196,154	38.34	0	0.00	424,977	83.07	502,674	98.26	448,271	87.62
Daytona	14,081	37.78	35,065	94.08	0	0.00	33,591	90.13	37,272	100.00	37,272	100.00
Omni	0	0.00	0	0.00	0	0.00	103,279	67.53	152,931	100.00	152,931	100.00
Shadow	45,260	48.55	45,260	48.55	0	0.00	77,546	83.18	93,222	100.00	78,322	84.02
Aries	32,991	27.16	34,777	28.63	0	0.00	107,479	88.47	118,487	97.53	84,628	69.66
Dodge 600	28,600	63.39	28,096	62.27	0	0.00	44,481	98.59	43,893	97.28	43,709	96.88
Lancer	0	0.00	27,093	94.30	0	0.00	27,892	97.08	28,731	100.00	23,052	80.23
Diplomat	16,780	51.09	25,863	78.75	0	0.00	30,708	93.50	28,138	85.68	28,358	86.35
FORD MOTOR CO.	1,404,674	67.57	1,402,375	67.46	0	0.00	1,803,336	86.75	1,790,264	86.12	1,678,715	80.76
Ford Division	900,496	61.08	865,520	58.71	0	0.00	1,226,969	83.23	1,300,240	88.20	1,115,648	75.68
Escort	60,250	15.04	65,847	16.43	0	0.00	219,283	54.73	301,716	75.31	270,536	67.52
Mustang	140,962	88.57	84,352	53.00	0	0.00	127,910	80.37	159,145	100.00	100,717	63.29
Tempo	139,877	49.49	171,777	60.78	0	0.00	252,198	89.23	282,632	100.00	181,379	64.17
Crown Victoria	101,288	78.59	105,399	81.78	0	0.00	128,878	100.00	114,722	89.02	111,757	86.72
Taurus	336,666	89.83	315,006	84.05	0	0.00	370,565	98.88	330,190	88.11	334,394	89.23
Thunderbird	121,452	94.78	123,140	96.10	0	0.00	128,135	100.00	111,835	87.28	116,866	91.21
L-M Division	504,179	83.40	536,855	88.81	0	0.00	576,367	95.34	490,024	81.06	563,067	93.14
Mercury Total	394,813	79.74	427,489	86.34	0	0.00	467,001	94.32	380,658	76.88	453,701	91.63
Lynx	8,200	20.48	7,800	19.48	0	0.00	22,000	54.94	0	0.00	25,201	62.94
Topaz	43,796	44.66	78,172	79.71	0	0.00	88,884	90.63	44,558	45.43	87,313	89.03
Grand Marquis	129,197	98.48	128,676	98.08	0	0.00	131,194	100.00	131,194	100.00	125,143	95.39
Cougar	99,474	95.17	100,351	96.01	0	0.00	104,526	100.00	94,311	90.23	99,857	95.53
Sable	114,146	94.09	112,490	92.73	0	0.00	120,397	99.24	110,595	91.16	116,188	95.78
Lincoln Total	109,366	100.00	109,366	100.00	0	0.00	109,366	100.00	109,366	100.00	109,366	100.00
Continental	17,597	100.00	17,597	100.00	0	0.00	17,597	100.00	17,597	100.00	17,597	100.00
Lincoln	76,483	100.00	76,483	100.00	0	0.00	76,483	100.00	76,483	100.00	76,483	100.00
Mark VII	15,286	100.00	15,286	100.00	0	0.00	15,286	100.00	15,286	100.00	15,286	100.00
GENERAL MOTORS	2,672,024	69.44	2,847,317	74.00	312,313	8.12	3,651,247	94.89	2,780,407	72.26	2,690,655	69.93
Buick Total	520,274	80.20	578,645	89.20	8,392	1.29	633,709	97.69	545,126	84.04	489,598	75.47
Skyhawk	19,635	42.08	29,442	63.09	0	0.00	39,930	85.57	25,640	54.95	31,609	67.74
Century	139,022	75.48	159,103	86.39	0	0.00	180,297	97.89	138,747	75.33	134,827	73.20
Regal	49,882	76.40	60,961	93.37	0	0.00	64,573	98.91	53,538	82.00	52,085	79.78
Somerset/Skylark	53,434	66.62	70,752	88.21	0	0.00	76,555	95.45	60,494	75.42	53,339	66.50
LeSabre (fwd)	141,308	91.56	149,252	96.71	0	0.00	154,331	100.00	149,253	96.71	114,571	74.24
LeSabre (rwd)	12,098	94.82	12,404	97.22	0	0.00	12,759	100.00	12,331	96.65	10,862	85.13
Electra (fwd)	89,672	99.59	81,508	90.52	8,392	9.32	90,041	100.00	89,900	99.84	78,017	86.65
Riviera	15,223	100.00	15,223	100.00	0	0.00	15,223	100.00	15,223	100.00	14,288	93.86
Cadillac Total	282,582	100.00	14,561	5.15	267,127	94.53	282,582	100.00	282,582	100.00	230,403	81.53
Cimarron	14,561	100.00	14,561	100.00	0	0.00	14,561	100.00	14,561	100.00	14,561	100.00
Allante	3,366	100.00	0	0.00	3,366	100.00	3,366	100.00	3,366	100.00	0	0.00
Brougham (rwd)	65,504	100.00	0	0.00	64,610	98.64	65,504	100.00	65,504	100.00	53,511	81.69
DeVille (fwd)	162,798	100.00	0	0.00	162,798	100.00	162,798	100.00	162,798	100.00	129,931	79.81
Eldorado	17,775	100.00	0	0.00	17,775	100.00	17,775	100.00	17,775	100.00	15,230	85.68
Seville	18,578	100.00	0	0.00	18,578	100.00	18,578	100.00	18,578	100.00	17,170	94.42
Chevrolet Total	653,944	51.82	780,252	61.83	30,632	2.43	1,121,050	88.83	639,526	50.68	845,307	66.98
Chevette	0	0.00	1,775	3.84	0	0.00	11,953	25.87	0	0.00	18,151	39.28
Camaro	78,117	56.71	115,243	83.65	0	0.00	124,483	90.36	90,977	66.04	86,146	62.53
Cavalier	86,028	24.85	148,879	43.00	0	0.00	279,033	80.59	119,890	34.62	214,829	62.04
Celebrity	213,557	56.72	246,830	65.55	0	0.00	359,219	95.40	172,134	45.72	258,948	68.77
Corsica/Beretta	16,217	95.14	16,097	94.44	0	0.00	16,503	96.82	305	1.79	10,094	59.22
Monte Carlo	62,370	78.90	72,397	91.59	0	0.00	75,784	95.87	64,443	81.53	62,869	79.54
Caprice	168,061	73.55	179,031	78.35	0	0.00	223,443	97.79	161,146	70.52	175,174	76.66
Corvette	29,594	96.61	0	0.00	30,632	100.00	30,632	100.00	30,632	100.00	19,097	62.34
Oldsmobile Total	674,093	79.00	766,453	89.83	6,162	0.72	837,412	98.14	698,658	81.88	632,519	74.13
Firenza	9,154	35.44	15,516	60.07	0	0.00	21,285	82.41	14,277	55.28	16,539	64.04
Calais	72,640	62.08	99,874	85.36	0	0.00	110,340	94.30	87,376	74.67	80,474	68.78
Cutlass Ciera	220,020	74.01	263,384	88.60	0	0.00	294,762	99.15	220,401	74.14	217,331	73.10
Cutlass Supreme	102,593	81.97	114,191	91.23	0	0.00	123,049	98.31	97,220	77.67	88,298	70.55
88 (fwd)	154,362	90.57	162,613	95.41	0	0.00	170,432	100.00	162,613	95.41	127,700	74.93
88 (rwd)	16,906	95.29	17,235	97.14	0	0.00	17,742	100.00	17,235	97.14	15,781	88.95
Olds 98	83,377	98.37	78,600	92.73	6,162	7.27	84,762	100.00	84,496	99.69	71,663	84.55
Toronado	15,040	100.00	15,040	100.00	0	0.00	15,040	100.00	15,040	100.00	14,733	97.96
Pontiac Total	541,131	67.52	707,405	88.27	0	0.00	776,495	96.89	614,514	76.68	492,828	61.50
Fiero	18,901	40.58	28,160	60.45	0	0.00	43,394	93.16	28,161	60.46	16,702	35.85
Pontiac 1000	0	0.00	1,173	20.84	0	0.00	3,643	64.73	0	0.00	2,178	38.70
Firebird	64,490	72.77	85,784	96.80	0	0.00	86,534	97.64	64,366	72.63	59,201	66.80
Sunbird	21,060	19.72	77,523	72.61	0	0.00	96,002	89.92	75,585	70.79	57,416	53.78
Grand Am	166,116	67.88	221,295	90.43	0	0.00	239,347	97.80	191,664	78.32	140,458	57.39
Pontiac 6000	143,156	83.31	157,968	91.93	0	0.00	170,337	99.13	119,232	69.39	118,809	69.14
Bonneville	114,315	92.33	122,407	98.86	0	0.00	123,815	100.00	122,407	98.86	87,480	70.65
Safari/Parisienne	13,092	97.55	13,095	97.56	0	0.00	13,422	100.00	13,099	97.60	10,585	78.86
HONDA	163,730	52.90	309,534	100.00	0	0.00	163,730	52.90	309,534	100.00	309,534	100.00
Civic	0	0.00	92,061	100.00	0	0.00	0	0.00	92,061	100.00	92,061	100.00
Accord	163,730	75.29	217,473	100.00	0	0.00	163,730	75.29	217,473	100.00	217,473	100.00
NISSAN	0	0.00	23,611	17.18	0	0.00	15,285	11.12	9,324	6.78	137,427	100.00
NUMMI	9,870	5.00	27,199	13.78	0	0.00	146,268	74.11	18,315	9.28	39,358	19.94
Corolla	0	0.00	7,112	16.74	0	0.00	15,616	36.76	8,446	19.88	21,101	49.67
Nova	9,870	6.37	20,087	12.97	0	0.00	130,653	84.35	9,870	6.37	18,257	11.79
VOLKSWAGEN	7,716	10.10	0	0.00	0	0.00	59,230	77.53	76,400	100.00	76,400	100.00
Golf/GTI	5,999	9.58	0	0.00	0	0.00	47,386	75.65	62,642	100.00	62,642	100.00
Jetta	1,717	12.48	0	0.00	0	0.00	11,843	86.08	13,758	100.00	13,758	100.00
Total Cars, U.S.	4,879,737	60.74	5,301,695	66.00	312,313	3.89	6,990,712	87.02	6,317,538	78.64	6,159,767	76.68

OPTIONS/EQUIPMENT

Radio options on 1987 U.S. models

	AM Radio	Percent of Output	AM/FM Mono	Percent of Output	AM/FM Stereo	Percent of Output	AM/FM Stereo w/Cassette	Percent of Output	AM/FM Stereo w/Cassette & Graphic Equalizer	Percent of Output
CHRYSLER MOTORS	47,549	3.43	5,785	0.42	923,140	66.60	288,320	20.80	75,088	5.42
Eagle Total	4,043	9.73	5,785	13.93	12,102	29.13	8,079	19.45	1,622	3.91
Eagle	0	0.00	182	3.50	3,314	63.70	1,457	28.00	0	0.00
Alliance	4,043	11.13	5,603	15.42	8,788	24.19	6,622	18.22	1,622	4.46
Plymouth Total	19,076	4.19	0	0.00	372,508	81.82	45,993	10.10	105	0.02
Horizon	0	0.00	0	0.00	144,743	86.75	9,421	5.65	0	0.00
Sundance	8,175	8.73	0	0.00	65,537	69.95	19,984	21.33	0	0.00
Reliant	6,609	5.08	0	0.00	113,896	87.57	7,461	5.74	0	0.00
Caravelle	1,863	3.87	0	0.00	39,015	81.12	7,218	15.01	0	0.00
Gran Fury	2,429	14.68	0	0.00	9,316	56.29	1,909	11.54	105	0.64
Chrysler Total	1,303	0.34	0	0.00	160,360	42.46	154,135	40.81	61,903	16.39
LeBaron K	0	0.00	0	0.00	41,967	66.54	21,102	33.46	0	0.00
LeBaron J	0	0.00	0	0.00	38,795	41.92	38,817	41.95	14,925	16.13
LeBaron GTS	0	0.00	0	0.00	24,597	55.88	14,081	31.99	5,336	12.12
N. Yorker E-Class	0	0.00	0	0.00	25,827	34.98	30,562	41.39	17,446	23.63
Fifth Avenue	1,303	1.25	0	0.00	29,174	27.99	49,573	47.55	24,197	23.21
Dodge Total	23,127	4.52	0	0.00	378,178	73.92	80,113	15.66	11,458	2.24
Daytona	0	0.00	0	0.00	13,375	35.88	16,665	44.71	7,233	19.41
Omni	0	0.00	0	0.00	128,918	84.30	12,437	8.13	0	0.00
Shadow	8,074	8.66	0	0.00	64,087	68.75	21,061	22.59	0	0.00
Aries	7,670	6.31	0	0.00	106,875	87.97	5,553	4.57	0	0.00
Dodge 600	1,259	2.79	0	0.00	34,936	77.43	8,923	19.78	0	0.00
Lancer	0	0.00	0	0.00	17,966	62.53	8,163	28.41	2,602	9.06
Diplomat	6,125	18.65	0	0.00	12,022	36.61	7,311	22.26	1,622	4.94
FORD MOTOR CO.	49,063	2.36	0	0.00	765,204	36.81	1,001,803	48.19	65,801	3.17
Ford Division	44,498	3.02	0	0.00	605,703	41.09	615,051	41.72	42,827	2.91
Escort	25,975	6.48	0	0.00	200,860	50.13	52,572	13.12	0	0.00
Mustang	0	0.00	0	0.00	47,649	29.94	91,131	57.26	17,647	11.09
Tempo	9,743	3.45	0	0.00	131,598	46.56	126,326	44.70	0	0.00
Crown Victoria	8,780	6.81	0	0.00	50,519	39.20	63,122	48.98	0	0.00
Taurus	0	0.00	0	0.00	154,583	41.25	210,479	56.16	0	0.00
Thunderbird	0	0.00	0	0.00	20,495	15.99	71,421	55.74	25,180	19.65
L-M Division	4,565	0.76	0	0.00	159,502	26.39	386,753	63.98	22,975	3.80
Mercury Total	4,565	0.92	0	0.00	159,502	32.21	277,975	56.14	22,975	4.64
Lynx	4,565	11.40	0	0.00	21,102	52.70	6,888	17.20	0	0.00
Topaz	0	0.00	0	0.00	42,465	43.30	53,253	54.30	0	0.00
Grand Marquis	0	0.00	0	0.00	43,328	33.03	87,270	66.52	0	0.00
Cougar	0	0.00	0	0.00	16,963	16.23	55,036	52.65	22,975	21.98
Sable	0	0.00	0	0.00	35,644	29.38	75,529	62.26	0	0.00
Lincoln Total	0	0.00	0	0.00	0	0.00	108,777	99.46	0	0.00
Continental	0	0.00	0	0.00	0	0.00	17,597	100.00	0	0.00
Lincoln	0	0.00	0	0.00	0	0.00	75,894	99.23	0	0.00
Mark VII	0	0.00	0	0.00	0	0.00	15,286	100.00	0	0.00
GENERAL MOTORS	168,050	4.37	5,861	0.15	1,272,193	33.06	1,890,708	49.14	399,906	10.39
Buick Total	11,515	1.78	0	0.00	178,245	27.48	405,341	62.49	50,034	7.71
Skyhawk	2,660	5.70	0	0.00	15,651	33.54	27,479	58.89	322	0.69
Century	4,262	2.31	0	0.00	69,149	37.54	105,924	57.51	3,657	1.99
Regal	1,475	2.26	0	0.00	14,333	21.95	39,402	60.35	9,190	14.08
Somerset/Skylark	1,308	1.63	0	0.00	22,104	27.56	55,267	68.91	1,353	1.69
LeSabre (fwd)	1,746	1.13	0	0.00	51,136	33.13	89,548	58.02	11,275	7.31
LeSabre (rwd)	64	0.50	0	0.00	1,417	11.11	9,505	74.50	1,737	13.61
Electra (fwd)	0	0.00	0	0.00	4,244	4.71	70,140	77.90	15,564	17.29
Riviera	0	0.00	0	0.00	211	1.39	8,076	53.05	6,936	45.56
Cadillac Total	0	0.00	0	0.00	33,432	11.83	221,257	78.30	27,419	9.70
Cimarron	0	0.00	0	0.00	2,229	15.31	256	1.76	12,058	82.81
Allante	0	0.00	0	0.00	0	0.00	0	0.00	3,366	100.00
Brougham (rwd)	0	0.00	0	0.00	8,923	13.62	56,125	85.68	0	0.00
DeVille (fwd)	0	0.00	0	0.00	21,021	12.91	134,410	82.56	7,367	4.53
Eldorado	0	0.00	0	0.00	789	4.44	14,608	82.18	2,378	13.38
Seville	0	0.00	0	0.00	471	2.54	15,857	85.35	2,250	12.11
Chevrolet Total	129,021	10.22	4,336	0.34	537,421	42.59	329,838	26.14	181,258	14.36
Chevette	24,947	53.99	4,336	9.38	5,653	12.23	0	0.00	0	0.00
Camaro	5,030	3.65	0	0.00	21,752	15.79	70,354	51.07	37,761	27.41
Cavalier	50,088	14.47	0	0.00	167,465	48.36	79,249	22.89	13,580	3.92
Celebrity	27,380	7.27	0	0.00	243,519	64.67	81,407	21.62	9,469	2.51
Corsica/Beretta	151	0.89	0	0.00	13,616	79.88	1,808	10.61	1,416	8.31
Monte Carlo	1,773	2.24	0	0.00	13,806	17.47	38,107	48.21	23,134	29.27
Caprice	19,651	8.60	0	0.00	71,182	31.15	56,677	24.80	68,176	29.84
Corvette	0	0.00	0	0.00	428	1.40	2,236	7.30	27,721	90.50
Oldsmobile Total	14,337	1.68	0	0.00	167,982	19.69	608,431	71.31	56,392	6.61
Firenza	1,050	4.07	0	0.00	14,097	54.58	10,362	40.12	0	0.00
Calais	2,255	1.93	0	0.00	20,446	17.47	89,836	76.78	3,711	3.17
Cutlass Ciera	5,088	1.71	0	0.00	75,798	25.50	204,353	68.74	9,111	3.06
Cutlass Supreme	3,307	2.64	0	0.00	25,831	20.64	87,781	70.13	7,282	5.82
88 (fwd)	2,468	1.45	0	0.00	25,996	15.25	129,949	76.25	10,977	6.44
88 (rwd)	169	0.95	0	0.00	1,541	8.69	15,970	90.01	0	0.00
Olds 98	0	0.00	0	0.00	3,503	4.13	60,864	71.81	20,357	24.02
Toronado	0	0.00	0	0.00	770	5.12	9,316	61.94	4,954	32.94
Pontiac Total	13,178	1.64	1,525	0.19	355,113	44.31	325,841	40.66	84,804	10.58
Fiero	482	1.04	0	0.00	17,124	36.76	20,506	44.02	7,755	16.65
Pontiac 1000	2,134	37.92	1,525	27.10	1,592	28.29	0	0.00	0	0.00
Firebird	568	0.64	0	0.00	24,681	27.85	40,862	46.11	11,155	12.59
Sunbird	3,659	3.43	0	0.00	56,466	52.89	39,249	36.76	2,635	2.47
Grand Am	2,591	1.06	0	0.00	116,188	47.48	103,439	42.27	20,598	8.42
Pontiac 6000	3,227	1.88	0	0.00	94,918	55.24	57,189	33.28	15,286	8.90
Bonneville	517	0.42	0	0.00	41,219	33.29	55,485	44.81	26,011	21.01
Safari/Paris.	0	0.00	0	0.00	2,925	21.79	9,110	67.88	1,365	10.17
HONDA	0	0.00	0	0.00	0	0.00	217,473	70.26	0	0.00
Civic	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	0	0.00	0	0.00	0	0.00	217,473	100.00	0	0.00
NISSAN	0	0.00	0	0.00	9,324	6.78	0	0.00	0	0.00
NUMMI	22,543	11.42	0	0.00	133,210	67.49	12,809	6.49	0	0.00
Corolla	0	0.00	0	0.00	11,448	26.95	2,219	5.22	0	0.00
Nova	22,543	14.55	0	0.00	121,762	78.61	10,590	6.84	0	0.00
VOLKSWAGEN	0	0.00	0	0.00	6,636	8.69	13,357	17.48	0	0.00
Golf/GTI	0	0.00	0	0.00	6,636	10.59	10,932	17.45	0	0.00
Jetta	0	0.00	0	0.00	0	0.00	2,424	17.62	0	0.00
Total Cars, U.S.	287,205	3.58	11,646	0.14	3,109,716	38.71	3,424,471	42.63	540,795	6.73

OPTIONS/EQUIPMENT

Seat options on 1987 U.S. models

	Bucket Seats	Percent of Output	Split Seats	Percent of Output	Bench Seats	Percent of Output	Reclining Seats	Percent of Output	Power Seats	Percent of Output	Adjust. Lumbar Supports	Percent of Output	Cloth Seats	Percent of Output	Vinyl Seats	Percent of Output	Leather Seats	Percent of Output
CHRYSLER MOTORS	924,694	66.71	167,514	12.09	289,131	20.86	1,068,286	77.07	287,711	20.76	0	0.00	1,196,698	86.34	39,000	2.81	149,903	10.81
Eagle Total	36,336	87.47	0	0.00	0	0.00	36,941	88.93	1,072	2.58	0	0.00	29,416	70.82	11,211	26.99	901	2.17
Eagle	0	0.00	0	0.00	0	0.00	5,203	100.00	1,072	20.60	0	0.00	395	7.60	3,907	75.10	901	17.32
Alliance	36,336	100.00	0	0.00	0	0.00	31,738	87.34	0	0.00	0	0.00	29,021	79.87	7,304	20.10	0	0.00
Plymouth Total	291,692	64.07	55,482	12.19	108,119	23.75	320,051	70.30	5,253	1.15	0	0.00	444,578	97.65	10,208	2.24	0	0.00
Horizon	166,859	100.00	0	0.00	0	0.00	166,859	100.00	0	0.00	0	0.00	166,859	100.00	0	0.00	0	0.00
Sundance	93,696	100.00	0	0.00	0	0.00	93,696	100.00	0	0.00	0	0.00	93,696	100.00	0	0.00	0	0.00
Reliant	31,137	23.94	0	0.00	98,955	76.08	30,031	23.09	0	0.00	0	0.00	121,455	93.38	8,609	6.62	0	0.00
Caravelle	0	0.00	48,096	100.00	0	0.00	21,897	45.53	5,253	10.92	0	0.00	48,096	100.00	0	0.00	0	0.00
Gran Fury	0	0.00	7,386	44.63	9,165	55.37	7,568	45.73	0	0.00	0	0.00	14,473	87.44	1,597	9.65	0	0.00
Chrysler Total	257,675	68.22	77,155	20.43	42,872	11.35	334,830	88.65	243,138	64.37	0	0.00	233,830	61.91	4,422	1.17	139,450	36.92
LeBaron K	16,877	26.76	3,320	5.26	42,872	67.98	20,197	32.02	21,013	33.32	0	0.00	61,853	98.07	1,216	1.93	0	0.00
LeBaron J	92,538	100.00	0	0.00	0	0.00	92,538	100.00	42,265	45.67	0	0.00	67,815	73.28	3,205	3.46	21,518	23.25
LeBaron GTS	44,013	100.00	0	0.00	0	0.00	44,013	100.00	11,698	26.58	0	0.00	36,748	83.49	0	0.00	7,265	16.51
N. Yorker E-Class	0	0.00	73,835	100.00	0	0.00	73,835	100.00	67,506	91.43	0	0.00	32,679	44.26	0	0.00	41,156	55.74
Fifth Avenue	104,247	100.00	0	0.00	0	0.00	104,247	100.00	100,656	96.56	0	0.00	34,735	33.32	0	0.00	69,512	66.68
Dodge Total	338,991	66.26	34,876	6.82	138,140	27.00	376,465	73.58	38,248	7.48	0	0.00	488,874	95.56	13,171	2.57	9,552	1.87
Daytona	37,272	100.00	0	0.00	0	0.00	37,272	100.00	13,942	37.41	0	0.00	31,120	83.49	0	0.00	6,152	16.51
Omni	152,931	100.00	0	0.00	0	0.00	152,931	100.00	0	0.00	0	0.00	152,931	100.00	0	0.00	0	0.00
Shadow	93,222	100.00	0	0.00	0	0.00	93,222	100.00	0	0.00	0	0.00	93,222	100.00	0	0.00	0	0.00
Aries	26,835	22.09	0	0.00	95,057	78.25	26,694	21.97	0	0.00	0	0.00	114,055	93.88	7,431	6.12	0	0.00
Dodge 600	0	0.00	22,695	50.30	22,423	49.70	22,695	50.30	7,745	17.17	0	0.00	45,118	100.00	0	0.00	0	0.00
Lancer	28,731	100.00	0	0.00	0	0.00	28,731	100.00	6,385	22.22	0	0.00	25,331	88.17	0	0.00	3,400	11.83
Diplomat	0	0.00	12,181	37.09	20,660	62.91	14,920	45.43	10,175	30.98	0	0.00	27,097	82.51	5,740	17.48	0	0.00
FORD MOTOR CO.	986,717	47.47	980,594	47.17	111,333	5.36	1,638,345	78.82	860,884	41.41	254,833	12.26	1,845,494	88.78	78,295	3.77	145,914	7.02
Ford Division	926,909	62.88	445,902	30.25	101,323	6.87	1,033,835	70.13	457,523	31.04	165,811	11.25	1,365,793	92.65	68,992	4.68	39,361	2.67
Escort	400,653	100.00	0	0.00	0	0.00	400,653	100.00	0	0.00	0	0.00	96.53	386,739	13,914	3.47	0	0.00
Mustang	159,145	100.00	0	0.00	0	0.00	159,145	100.00	49,961	31.39	49,961	31.39	145,244	91.27	8,479	5.33	5,421	3.41
Tempo	282,632	100.00	0	0.00	0	0.00	282,632	100.00	36,706	12.99	0	0.00	270,969	95.87	11,663	4.13	0	0.00
Crown Victoria	0	0.00	100,130	77.69	28,748	22.31	104,372	80.98	79,721	61.86	0	0.00	99,415	77.14	22,604	17.54	6,859	5.32
Taurus	42,154	11.25	259,962	69.37	72,575	19.37	69,438	18.53	182,882	48.80	87,686	23.40	346,063	92.34	11,066	2.95	17,634	4.71
Thunderbird	42,325	33.03	85,810	66.97	0	0.00	17,595	13.73	108,252	84.48	28,163	21.98	117,362	91.59	1,267	0.99	9,446	7.37
L-M Division	59,808	9.89	534,692	88.45	10,010	1.66	604,510	100.00	403,361	66.73	89,022	14.73	479,701	79.35	9,302	1.54	106,554	17.63
Mercury Total	49,146	9.93	435,988	88.05	10,010	2.02	495,144	100.00	293,995	59.38	78,360	15.83	434,229	87.70	9,302	1.88	46,407	9.37
Lynx	4,894	12.22	35,147	87.78	0	0.00	40,041	100.00	0	0.00	0	0.00	38,757	96.79	1,284	3.21	0	0.00
Topaz	16,931	17.26	81,139	82.74	0	0.00	98,070	100.00	6,571	6.70	0	0.00	94,541	96.40	3,529	3.60	0	0.00
Grand Marquis	0	0.00	131,194	100.00	0	0.00	131,194	100.00	124,245	94.70	0	0.00	106,419	81.12	2,221	1.69	22,554	17.19
Cougar	15,564	14.89	88,962	85.11	0	0.00	104,526	100.00	82,725	79.14	15,564	14.89	90,784	86.85	0	0.00	8,537	8.17
Sable	11,757	9.69	99,546	82.06	10,010	8.25	121,313	100.00	80,454	66.32	62,796	51.76	103,729	85.51	2,267	1.87	15,316	12.63
Lincoln Total	10,662	9.75	98,704	90.25	0	0.00	109,366	100.00	109,366	100.00	10,662	9.75	45,472	41.58	0	0.00	60,146	55.00
Continental	0	0.00	17,597	100.00	0	0.00	17,597	100.00	17,597	100.00	0	0.00	5,882	33.42	0	0.00	11,715	66.58
Lincoln	0	0.00	76,483	100.00	0	0.00	76,483	100.00	76,483	100.00	0	0.00	35,488	46.40	0	0.00	37,247	48.70
Mark VII	10,662	69.75	4,624	30.25	0	0.00	15,286	100.00	15,286	100.00	10,662	69.75	4,102	26.84	0	0.00	11,184	73.16
GENERAL MOTORS	1,802,128	46.83	1,632,858	42.43	441,904	11.48	2,317,915	60.24	1,238,557	32.19	54,808	1.42	3,393,305	88.19	67,698	1.76	386,764	10.05
Buick Total	176,683	27.24	422,305	65.10	49,702	7.66	347,093	53.51	314,280	48.45	4,106	0.63	613,329	94.55	751	0.12	34,609	5.34
Skyhawk	46,664	100.00	0	0.00	0	0.00	46,664	100.00	1,080	2.31	0	0.00	46,664	100.00	0	0.00	0	0.00
Century	3,342	1.81	149,779	81.32	31,057	16.86	30,966	16.81	62,086	33.71	0	0.00	180,648	98.08	343	0.19	3,187	1.73
Regal	27,125	41.55	32,996	50.54	5,167	7.91	36,616	56.08	27,622	42.31	0	0.00	64,092	98.17	0	0.00	1,195	1.83
Somerset/Skylark	80,206	100.00	0	0.00	0	0.00	80,139	99.92	6,260	7.80	0	0.00	78,705	98.13	287	0.36	1,214	1.51
LeSabre (fwd)	4,123	2.67	137,465	89.07	12,743	8.26	58,567	37.95	99,463	64.45	0	0.00	154,331	100.00	0	0.00	0	0.00
LeSabre (rwd)	0	0.00	12,024	94.24	735	5.76	8,712	68.28	12,505	98.01	0	0.00	12,638	99.05	121	0.95	0	0.00
Electra (fwd)	0	0.00	90,041	100.00	0	0.00	70,206	77.97	90,041	100.00	0	0.00	67,674	75.16	0	0.00	22,367	24.84
Riviera	15,223	100.00	0	0.00	0	0.00	15,223	100.00	15,223	100.00	4,106	26.97	8,577	56.34	0	0.00	6,646	43.66
Cadillac Total	282,582	100.00	14,561	5.15	14,561	5.15	282,582	100.00	282,582	100.00	17,927	6.34	75,168	26.60	0	0.00	207,414	73.40
Cimarron	14,561	100.00	14,561	100.00	14,561	100.00	14,561	100.00	14,561	100.00	14,561	100.00	2,286	15.70	0	0.00	12,275	84.30
Allante	3,366	100.00	0	0.00	0	0.00	3,366	100.00	3,366	100.00	3,366	100.00	0	100.00	0	0.00	3,366	100.00
Brougham (rwd)	65,504	100.00	0	0.00	0	0.00	65,504	100.00	65,504	100.00	0	0.00	22,664	34.60	0	0.00	42,840	65.40
DeVille (fwd)	162,798	100.00	0	0.00	0	0.00	162,798	100.00	162,798	100.00	0	0.00	45,258	27.80	0	0.00	117,540	72.20
Eldorado	17,775	100.00	0	0.00	0	0.00	17,775	100.00	17,775	100.00	0	0.00	1,653	9.30	0	0.00	16,122	90.70
Seville	18,578	100.00	0	0.00	0	0.00	18,578	100.00	18,578	100.00	0	0.00	3,307	17.80	0	0.00	15,271	82.20
Chevrolet Total	634,297	50.26	395,586	31.35	232,094	18.39	760,187	60.24	213,759	16.94	14,119	1.12	163,647	92.21	60,572	4.80	37,756	2.99
Chevette	46,208	100.00	0	0.00	0	0.00	46,208	100.00	0	0.00	0	0.00	37,847	81.91	8,361	18.09	0	0.00
Camaro	137,760	100.00	0	0.00	0	0.00	137,760	100.00	31,292	22.71	0	0.00	130,280	94.57	1,859	1.35	5,621	4.08
Cavalier	346,254	100.00	0	0.00	0	0.00	346,254	100.00	0	0.00	0	0.00	333,876	96.43	12,378	3.57	0	0.00
Celebrity	18,662	4.96	195,414	51.90	162,452	43.14	49,664	13.19	28,827	7.66	0	0.00	368,941	97.98	7,588	2.02	0	0.00
Corsica/Beretta	17,045	100.00	0	0.00	0	0.00	17,045	100.00	0	0.00	0	0.00	17,038	99.46	7	0.04	0	0.00
Monte Carlo	37,736	47.74	31,924	40.39	9,388	11.88	37,736	47.74	14,364	18.17	0	0.00	77,676	98.27	1,369	1.73	0	0.00
Caprice	0	0.00	168,248	73.63	60,253	26.37	94,887	41.53	109,714	48.01	0	0.00	196,055	85.80	29,010	12.70	3,436	1.50
Corvette	30,632	100.00	0	0.00	0	0.00	30,632	100.00	29,561	96.50	14,119	46.09	1,934	6.31	0	0.00	28,698	93.69
Oldsmobile Total	205,811	24.12	555,527	65.11	91,929	10.77	366,697	42.98	260,987	30.59	7,222	0.85	796,922	93.40	930	0.11	55,415	6.49
Firenza	25,828	100.00	0	0.00	0	0.00	25,828	100.00	1,441	5.58	0	0.00	25,828	100.00	0	0.00	0	0.00
Calais	117,010	100.00	0	0.00	0	0.00	117,010	100.00	8,281	7.08	0	0.00	115,313	98.55	0	0.00	1,697	1.45
Cutlass Ciera	24,944	8.39	211,029	70.99	61,313	20.62	43,089	14.49	6,660	2.24	0	0.00	284,827	95.81	0	0.00	12,460	4.19
Cutlass Supreme	22,795	18.21	85,904	68.63	16,467	13.16	25,379	20.28	44,562	35.60	0	0.00	125,166	100.00	0	0.00	0	0.00
88 (fwd)	0	0.00	159,401	93.53	11,031	6.47	60,309	35.39	109,374	64.17	0	0.00	160,192	93.99	0	0.00	10,240	6.01
88 (rwd)	0	0.00	17,742	100.00	0	0.00	13,156	74.15	15,057	84.87	0	0.00	16,812	94.76	930	5.24	0	0.00
Olds 98	3,985	4.70	77,659	91.62	3,118	3.68	66,906	78.93	60,572	71.46	3,985	4.70	61,289	72.31	0	0.00	23,473	27.69
Toronado	11,248	74.79	3,792	25.21	0	0.00	15,040	100.00	15,040	100.00	3,237	21.52	7,495	49.83	0	0.00	7,545	50.17
Pontiac Total	502,755	62.73	244,879	30.56	53,619	6.69	561,356	70.05	166,950	20.83	11,434	1.43	744,240	92.87	5,444	0.68	51,570	6.44
Fiero	46,581	100.00	0	0.00	0	0.00	46,581	100.00	0	0.00	0	0.00	46,581	100.00	0	0.00	0	0.00
Pontiac 1000	5,628	100.00	0	0.00	0	0.00	5,628	100.00	0	0.00	0	0.00	4,831	85.84	797	14.16	0	0.00
Firebird	88,623	100.00	0	0.00	0	0.00	88,623	100.00	7	0.01	11,418	12.88	87,945	99.24	0	0.00	678	0.76
Sunbird	106,769	100.00	0	0.00	0	0.00	106,769	100.00	9	0.01	12	0.01	74,396	69.68	1,254	1.17	31,120	29.15
Grand Am	244,728	100.00	0	0.00	0	0.00	244,728	100.00	32,119	13.12	3	0.00	241,979	98.88	1,124	0.46	1,625	0.66
Pontiac 6000	10,426	6.07	114,716	66.76	46,688	27.17	43,781	25.48	28,805	16.76	0	0.00	158,799	92.41	1,654	0.96	11,380	6.62
Bonneville	0	0.00	117,783	95.13	5,887	4.75	16,684	13.47	96,241	77.73	0	0.00	116,903	94.42	0	0.00	6,767	5.47
Safari/Paris.	0	0.00	12,380	92.23	1,042	7.77	8,562	63.79	9,769	72.79	0	0.00	12,806	95.41	616	4.59	0	0.00
HONDA	309,534	100.00	0	0.00	0	0.00	309,534	100.00	0	0.00	0	0.00	309,534	100.00	0	0.00	0	0.00
Civic	92,061	100.00	0	0.00	0	0.00	92,061	100.00	0	0.00	0	0.00	92,061	100.00	0	0.00	0	0.00
Accord	217,473	100.00	0	0.00	0	0.00	217,473	100.00	0	0.00	0	0.00	217,473	100.00	0	0.00	0	0.00
NISSAN	137,427	100.00	0	0.00	0	0.00	137,427	100.00	0	0.00	0	0.00	45,375	33.02	92,052	66.98	0	0.00
NUMMI	197,375	100.00	0	0.00	0	0.00	197,375	100.00	21,101	10.69	0	0.00	197,375	100.00	0	0.00	0	0.00
Corolla	42,480	100.00	0	0.00	0	0.00	42,480	100.00	21,101	49.67	0	0.00	42,480	100.00	0	0.00	0	0.00
Nova	154,895	100.00	0	0.00	0	0.00	154,895	100.00	0	0.00	0	0.00	154,895	100.00	0	0.00	0	0.00
VOLKSWAGEN	76,400	100.00	0	0.00	0	0.00	76,400	100.00	0	0.00	0	0.00	76,400	100.00	0	0.00	0	0.00
Golf/GTI	62,642	100.00	0	0.00	0	0.00	62,642	100.00	0	0.00	0	0.00	62,642	100.00	0	0.00	0	0.00
Jetta	13,758	100.00	0	0.00	0	0.00	13,758	100.00	0	0.00	0	0.00	13,758	100.00	0	0.00	0	0.00
Total Cars, U.S.	4,434,274	55.20	2,780,966	34.62	842,368	10.49	5,745,282	71.52	2,408,253	29.98	309,641	3.85	7,064,182	87.93	277,053	3.45	682,581	8.50

OPTIONS/EQUIPMENT

Power steering, brake, wheel options on 1987 U.S. models

	Power Steering	Percent of Output	Power Brakes	Percent of Output	Anti-lock braking system (ABS)	Percent of Output	4-wheel disc brakes	Percent of Output	White Sidewalls	Percent of Output	Styled Wheels	Percent of Output	Full of Spare	Percent Size Output
CHRYSLER MOTORS	1,353,918	97.68	1,369,648	98.81	0	0.00	16,460	1.19	514,038	37.08	112,344	8.10	391,404	28.24
Eagle Total	31,523	75.89	41,539	100.00	0	0.00	0	0.00	6,265	15.08	9,779	23.54	983	2.37
Eagle	5,203	100.00	5,203	100.00	0	0.00	0	0.00	3,247	62.40	333	6.40	0	0.00
Alliance	26,320	72.44	36,336	100.00	0	0.00	0	0.00	3,019	8.31	9,446	26.00	983	2.70
Plymouth Total	443,515	97.42	455,266	100.00	0	0.00	0	0.00	151,596	33.30	13,216	2.90	84,676	18.60
Horizon	155,836	93.39	166,859	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Sundance	93,696	100.00	93,696	100.00	0	0.00	0	0.00	0	0.00	11,391	12.16	23,866	25.47
Reliant	129,336	99.44	130,064	100.00	0	0.00	0	0.00	91,294	70.19	1,824	1.40	38,265	29.42
Caravelle	48,096	100.00	48,096	100.00	0	0.00	0	0.00	48,096	100.00	0	0.00	11,109	23.10
Gran Fury	16,551	100.00	16,551	100.00	0	0.00	0	0.00	12,206	73.75	0	0.00	11,436	69.10
Chrysler Total	377,702	100.00	377,702	100.00	0	0.00	0	0.00	198,552	52.57	36,317	9.62	72,576	19.22
LeBaron K	63,069	100.00	63,069	100.00	0	0.00	0	0.00	0	0.00	0	0.00	21,269	33.72
LeBaron J	92,538	100.00	92,538	100.00	0	0.00	0	0.00	13,485	14.57	12,991	14.04	0	0.00
LeBaron GTS	44,013	100.00	44,013	100.00	0	0.00	0	0.00	7,000	15.91	10,439	23.72	0	0.00
N. Yorker E-Class	73,835	100.00	73,835	100.00	0	0.00	0	0.00	73,835	100.00	4,455	6.03	24,056	32.58
Fifth Avenue	104,247	100.00	104,247	100.00	0	0.00	0	0.00	104,232	99.99	8,431	8.09	27,251	26.14
Dodge Total	501,178	97.96	495,141	96.78	0	0.00	16,460	3.22	157,624	30.81	53,033	10.37	233,170	45.58
Daytona	37,272	100.00	20,812	55.84	0	0.00	16,460	44.16	0	0.00	13,269	35.60	784	2.10
Omni	143,203	93.64	152,931	100.00	0	0.00	0	0.00	0	0.00	3,300	2.16	149,631	97.84
Shadow	93,222	100.00	93,222	100.00	0	0.00	0	0.00	0	0.00	19,469	20.88	17,032	18.27
Aries	120,791	99.43	121,486	100.00	0	0.00	0	0.00	85,535	70.41	2,720	2.24	31,933	26.29
Dodge 600	45,118	100.00	45,118	100.00	0	0.00	0	0.00	45,118	100.00	1,343	2.98	10,032	22.24
Lancer	28,731	100.00	28,731	100.00	0	0.00	0	0.00	5,948	20.70	11,750	40.90	0	0.00
Diplomat	32,841	100.00	32,841	100.00	0	0.00	0	0.00	21,023	64.01	1,183	3.60	23,758	72.34
FORD MOTOR CO.	2,006,771	96.54	2,078,716	100.00	133,178	6.41	133,178	6.41	742,989	35.74	440,339	21.18	372,014	17.90
Ford Division	1,411,571	95.75	1,474,206	100.00	23,812	1.62	23,812	1.62	393,578	26.70	278,220	18.87	135,575	9.20
Escort	338,018	84.37	400,653	100.00	0	0.00	0	0.00	47,784	11.93	52,321	13.06	10,876	2.71
Mustang	159,145	100.00	159,145	100.00	0	0.00	0	0.00	36,255	22.78	66,008	41.48	0	0.00
Tempo	282,632	100.00	282,632	100.00	0	0.00	0	0.00	63,903	22.61	63,596	22.50	0	0.00
Crown Victoria	128,878	100.00	128,878	100.00	0	0.00	0	0.00	104,884	81.38	18,811	14.60	80,740	62.65
Taurus	374,763	100.00	374,763	100.00	0	0.00	0	0.00	94,979	25.34	52,522	14.01	35,838	9.56
Thunderbird	128,135	100.00	128,135	100.00	23,812	18.58	23,812	18.58	45,772	35.72	24,964	19.48	8,121	6.34
L-M Division	595,201	98.46	604,510	100.00	109,366	18.09	109,366	18.09	349,411	57.80	162,118	26.82	236,439	39.11
Mercury Total	485,835	98.12	495,144	100.00	0	0.00	0	0.00	250,707	50.63	96,474	19.48	127,073	25.66
Lynx	30,732	76.75	40,041	100.00	0	0.00	0	0.00	4,361	10.89	4,894	12.22	0	0.00
Topaz	98,070	100.00	98,070	100.00	0	0.00	0	0.00	17,653	18.00	11,278	11.50	0	0.00
Grand Marquis	131,194	100.00	131,194	100.00	0	0.00	0	0.00	131,194	100.00	33,611	25.62	90,647	69.09
Cougar	104,526	100.00	104,526	100.00	0	0.00	0	0.00	78,062	74.68	20,770	19.87	12,247	11.72
Sable	121,313	100.00	121,313	100.00	0	0.00	0	0.00	19,438	16.02	25,922	21.37	24,180	19.93
Lincoln Total	109,366	100.00	109,366	100.00	109,366	100.00	109,366	100.00	98,704	90.25	65,644	60.02	109,366	100.00
Continental	17,597	100.00	17,597	100.00	17,597	100.00	17,597	100.00	17,597	100.00	10,548	59.94	17,597	100.00
Lincoln	76,483	100.00	76,483	100.00	76,483	100.00	76,483	100.00	76,483	100.00	39,810	52.05	76,483	100.00
Mark VII	15,286	100.00	15,286	100.00	15,286	100.00	15,286	100.00	4,624	30.25	15,286	100.00	15,286	100.00
GENERAL MOTORS	3,636,879	94.52	3,758,735	97.68	55,225	1.44	158,715	4.12	2,054,914	53.40	1,589,599	41.31	596	0.02
Buick Total	648,290	99.94	648,689	100.00	5,971	0.92	15,223	2.35	536,147	82.65	140,594	21.67	0	0.00
Skyhawk	46,265	99.14	46,664	100.00	0	0.00	0	0.00	30,183	64.68	8,762	18.78	0	0.00
Century	184,178	100.00	184,178	100.00	0	0.00	0	0.00	165,640	89.93	17,252	9.37	0	0.00
Regal	65,287	100.00	65,287	100.00	0	0.00	0	0.00	38,028	58.25	35,958	55.08	0	0.00
Somerset/Skylark	80,206	100.00	80,206	100.00	0	0.00	0	0.00	55,848	69.63	26,783	33.39	0	0.00
LeSabre (fwd)	154,331	100.00	154,331	100.00	1,496	0.97	0	0.00	139,705	90.52	23,745	15.39	0	0.00
LeSabre (rwd)	12,759	100.00	12,759	100.00	0	0.00	0	0.00	12,759	100.00	7,838	61.43	0	0.00
Electra (fwd)	90,041	100.00	90,041	100.00	4,475	4.97	0	0.00	84,626	93.99	13,224	14.69	0	0.00
Riviera	15,223	100.00	15,223	100.00	0	0.00	15,223	100.00	9,358	61.47	7,032	46.19	0	0.00
Cadillac Total	282,582	100.00	282,582	100.00	969	0.34	3,366	1.19	0	0.00	77,473	27.42	0	0.00
Cimarron	14,561	100.00	14,561	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Allante	3,366	100.00	3,366	100.00	0	0.00	3,366	100.00	0	0.00	0	0.00	0	0.00
Brougham (rwd)	65,504	100.00	65,504	100.00	0	0.00	0	0.00	0	0.00	60,522	92.39	0	0.00
DeVille (fwd)	162,798	100.00	162,798	100.00	969	0.60	0	0.00	0	0.00	0	0.00	0	0.00
Eldorado	17,775	100.00	17,775	100.00	0	0.00	0	0.00	0	0.00	15,681	88.22	0	0.00
Seville	18,578	100.00	18,578	100.00	0	0.00	0	0.00	0	0.00	1,270	6.84	0	0.00
Chevrolet Total	1,107,521	87.76	1,222,197	96.85	30,632	2.43	54,506	4.32	604,440	47.90	726,185	57.54	0	0.00
Chevette	10,017	21.68	6,431	13.92	0	0.00	0	0.00	8,639	18.70	0	0.00	0	0.00
Camaro	137,760	100.00	137,760	100.00	0	0.00	23,874	17.33	1,793	1.30	137,760	100.00	0	0.00
Cavalier	227,992	65.85	346,254	100.00	0	0.00	0	0.00	132,428	38.25	346,254	100.00	0	0.00
Celebrity	376,529	100.00	376,529	100.00	0	0.00	0	0.00	231,194	61.40	143,843	38.20	0	0.00
Corsica/Beretta	17,045	100.00	17,045	100.00	0	0.00	0	0.00	199	1.17	17,045	100.00	0	0.00
Monte Carlo	79,045	100.00	79,045	100.00	0	0.00	0	0.00	38,627	48.87	50,651	64.08	0	0.00
Caprice	228,501	100.00	228,501	100.00	0	0.00	0	0.00	191,560	83.83	0	0.00	0	0.00
Corvette	30,632	100.00	30,632	100.00	30,632	100.00	30,632	100.00	0	0.00	30,632	100.00	0	0.00
Oldsmobile Total	853,013	99.97	853,267	100.00	6,732	0.79	15,040	1.76	691,581	81.05	265,673	31.14	596	0.07
Firenza	25,574	99.02	25,828	100.00	0	0.00	0	0.00	13,758	53.27	6,216	24.07	0	0.00
Calais	117,010	100.00	117,010	100.00	0	0.00	0	0.00	75,855	64.83	79,788	68.19	0	0.00
Cutlass Ciera	297,287	100.00	297,287	100.00	0	0.00	0	0.00	255,012	85.78	73,959	24.88	284	0.10
Cutlass Supreme	125,166	100.00	125,166	100.00	0	0.00	0	0.00	100,553	80.34	52,334	41.81	38	0.03
88 (fwd)	170,432	100.00	170,432	100.00	0	0.00	0	0.00	151,364	88.81	27,495	16.13	84	0.05
88 (rwd)	17,742	100.00	17,742	100.00	0	0.00	0	0.00	17,242	97.18	0	0.00	0	0.00
Olds 98	84,762	100.00	84,762	100.00	6,732	7.94	0	0.00	73,321	86.50	15,318	18.07	190	0.22
Toronado	15,040	100.00	15,040	100.00	0	0.00	15,040	100.00	4,476	29.76	10,564	70.24	0	0.00
Pontiac Total	745,473	93.02	752,000	93.84	10,920	1.36	70,580	8.81	222,745	27.79	379,674	47.38	0	0.00
Fiero	0	0.00	0	0.00	0	0.00	46,581	100.00	0	0.00	28,941	62.13	0	0.00
Pontiac 1000	2,335	41.49	2,810	49.93	0	0.00	0	0.00	1,522	27.04	2,146	38.13	0	0.00
Firebird	88,623	100.00	88,623	100.00	0	0.00	13,079	14.76	0	0.00	88,623	100.00	0	0.00
Sunbird	100,717	94.33	106,769	100.00	0	0.00	0	0.00	25,991	24.34	42,427	39.74	0	0.00
Grand Am	244,728	100.00	244,728	100.00	0	0.00	0	0.00	35,464	14.49	115,732	47.29	0	0.00
Pontiac 6000	171,833	100.00	171,833	100.00	10,920	6.36	10,920	6.36	89,613	52.15	38,153	22.20	0	0.00
Bonneville	123,815	100.00	123,815	100.00	0	0.00	0	0.00	56,733	45.82	63,652	51.41	0	0.00
Safari/Paris.	13,422	100.00	13,422	100.00	0	0.00	0	0.00	13,422	100.00	0	0.00	0	0.00
HONDA	266,983	86.25	309,534	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Civic	49,510	53.78	92,061	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	217,473	100.00	217,473	100.00	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
NISSAN	67,657	49.23	137,427	100.00	0	0.00	0	0.00	0	0.00	45,375	33.02	0	0.00
NUMMI	177,154	89.76	197,375	100.00	0	0.00	0	0.00	0	0.00	50,512	25.59	0	0.00
Corolla	33,831	79.64	42,480	100.00	0	0.00	0	0.00	0	0.00	42,480	100.00	0	0.00
Nova	143,323	92.53	154,895	100.00	0	0.00	0	0.00	0	0.00	8,032	5.19	0	0.00
VOLKSWAGEN	44,984	58.88	0	0.00	0	0.00	0	0.00	0	0.00	23,980	31.39	0	0.00
Golf/GTI	34,975	55.83	0	0.00	0	0.00	0	0.00	0	0.00	23,358	37.29	0	0.00
Jetta	10,009	72.75	0	0.00	0	0.00	0	0.00	0	0.00	622	4.52	0	0.00
Total Cars, U.S.	7,554,346	94.04	7,851,435	97.73	188,403	2.35	308,353	3.84	3,311,940	41.23	2,262,148	28.16	764,014	9.51

OPTIONS/EQUIPMENT

Roof options on 1987 U.S. models

	Vinyl Roofs	Percent of Output	Electric Slide Sunroofs	Percent of Output	Pop-Up Sunroofs	Percent of Output	T-Roofs	Percent of Output	Convertible Tops	Percent of Output
CHRYSLER MOTORS	256,974	18.54	3,787	0.27	35,738	2.58	7,697	0.56	11,033	0.80
Eagle Total	812	1.95	0	0.00	1,358	3.27	0	0.00	2,133	5.13
Eagle	812	15.60	0	0.00	0	0.00	0	0.00	0	0.00
Alliance	0	0.00	0	0.00	1,358	3.74	0	0.00	2,133	5.87
Plymouth Total	4,941	1.09	0	0.00	8,990	1.97	0	0.00	0	0.00
Horizon	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Sundance	0	0.00	0	0.00	8,990	9.59	0	0.00	0	0.00
Reliant	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Caravelle	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Gran Fury	4,941	29.85	0	0.00	0	0.00	0	0.00	0	0.00
Chrysler Total	234,993	62.22	3,199	0.85	3,007	0.80	0	0.00	8,900	2.36
LeBaron K	56,911	90.24	0	0.00	0	0.00	0	0.00	0	0.00
LeBaron J	0	0.00	0	0.00	0	0.00	0	0.00	8,900	9.62
LeBaron GTS	0	0.00	0	0.00	3,007	6.83	0	0.00	0	0.00
N. Yorker E-Class	73,835	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	104,247	100.00	3,199	3.07	0	0.00	0	0.00	0	0.00
Dodge Total	16,229	3.17	587	0.11	22,383	4.38	7,697	1.50	0	0.00
Daytona	0	0.00	0	0.00	6,522	17.50	7,697	20.65	0	0.00
Omni	0	0.00	0	0.00	3,300	2.16	0	0.00	0	0.00
Shadow	0	0.00	0	0.00	10,599	11.37	0	0.00	0	0.00
Aries	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Dodge 600	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Lancer	0	0.00	0	0.00	1,962	6.83	0	0.00	0	0.00
Diplomat	16,229	49.42	587	1.79	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	287,331	13.82	30,768	1.48	34,201	1.65	9,649	0.46	23,090	1.11
Ford Division	79,654	5.40	18,502	1.26	26,691	1.81	9,649	0.65	23,090	1.57
Escort	0	0.00	0	0.00	11,819	2.95	0	0.00	0	0.00
Mustang	0	0.00	0	0.00	14,872	9.34	9,649	6.06	23,090	14.51
Tempo*	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Crown Victoria	79,654	61.81	0	0.00	0	0.00	0	0.00	0	0.00
Taurus	0	0.00	10,493	2.80	0	0.00	0	0.00	0	0.00
Thunderbird	0	0.00	8,009	6.25	0	0.00	0	0.00	0	0.00
L-M Division	207,677	34.35	12,266	2.03	7,511	1.24	0	0.00	0	0.00
Mercury Total	131,194	26.50	0	0.00	7,511	1.52	0	0.00	0	0.00
Lynx	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Topaz	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Grand Marquis	131,194	100.00	0	0.00	0	0.00	0	0.00	0	0.00
Cougar	0	0.00	0	0.00	4,275	4.09	0	0.00	0	0.00
Sable	0	0.00	0	0.00	3,236	2.67	0	0.00	0	0.00
Lincoln Total	76,483	69.93	12,266	11.22	0	0.00	0	0.00	0	0.00
Continental	0	0.00	2,694	15.31	0	0.00	0	0.00	0	0.00
Lincoln	76,483	100.00	4,820	6.30	0	0.00	0	0.00	0	0.00
Mark VII	0	0.00	[illegible]	31.09	0	0.00	0	0.00	0	0.00
GENERAL MOTORS	380,241	9.88	[illegible]	0.84	90,971	2.36	151,843	3.95	25,197	0.65
Buick Total	74,590	11.50	[illegible]	1.43	8,045	1.24	8,818	1.36	0	0.00
Skyhawk	0	0.00	0	0.00	2,346	5.03	0	0.00	0	0.00
Century	15,419	8.37	0	0.00	1,710	0.93	0	0.00	0	0.00
Regal	19,527	29.91	2,708	4.15	0	0.00	8,818	13.51	0	0.00
Somerset/Skylark	0	0.00	0	0.00	2,768	3.45	0	0.00	0	0.00
LeSabre (fwd)	21,684	14.05	0	0.00	1,221	0.79	0	0.00	0	0.00
LeSabre (rwd)	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Electra (fwd)	17,960	19.95	4,137	4.59	0	0.00	0	0.00	0	0.00
Riviera	0	0.00	2,421	15.90	0	0.00	0	0.00	0	0.00
Cadillac Total	68,145	24.12	7,612	2.69	1,616	0.57	0	0.00	3,366	1.19
Cimarron	0	0.00	0	0.00	1,616	11.10	0	0.00	0	0.00
Allante	0	0.00	0	0.00	0	0.00	0	0.00	3,366	100.00
Brougham (rwd)	65,504	100.00	2,663	4.07	0	0.00	0	0.00	0	0.00
DeVille (fwd)	1,064	0.65	2,779	1.71	0	0.00	0	0.00	0	0.00
Eldorado	815	4.58	1,119	6.30	0	0.00	0	0.00	0	0.00
Seville	762	4.10	1,051	5.66	0	0.00	0	0.00	0	0.00
Chevrolet Total	112,708	8.93	0	0.00	29,561	2.34	102,285	8.11	17,195	1.36
Chevette	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Camaro	0	0.00	0	0.00	0	0.00	60,607	43.99	744	0.54
Cavalier	0	0.00	0	0.00	23,250	6.71	0	0.00	5,826	1.68
Celebrity	8,594	2.28	0	0.00	6,311	1.68	0	0.00	0	0.00
Corsica/Beretta	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Monte Carlo	13,087	16.56	0	0.00	0	0.00	21,671	27.42	0	0.00
Caprice	91,027	39.84	0	0.00	0	0.00	0	0.00	0	0.00
Corvette	0	0.00	0	0.00	0	0.00	20,007	65.31	10,625	34.69
Oldsmobile Total	117,411	13.76	6,506	0.76	10,330	1.21	6,200	0.73	0	0.00
Firenza	0	0.00	0	0.00	972	3.76	0	0.00	0	0.00
Calais	0	0.00	0	0.00	5,231	4.47	0	0.00	0	0.00
Cutlass Ciera	12,740	4.29	0	0.00	4,127	1.39	0	0.00	0	0.00
Cutlass Supreme	54,136	43.25	2,542	2.03	0	0.00	6,200	4.95	0	0.00
88 (fwd)	25,796	15.14	0	0.00	0	0.00	0	0.00	0	0.00
88 (rwd)	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Olds 98	24,739	29.19	2,282	2.69	0	0.00	0	0.00	0	0.00
Toronado	0	0.00	1,682	11.18	0	0.00	0	0.00	0	0.00
Pontiac Total	7,387	0.92	9,069	1.13	41,419	5.17	34,540	4.31	4,636	0.58
Fiero	0	0.00	0	0.00	16,691	35.83	0	0.00	0	0.00
Pontiac 1000	5,628	100.00	0	0.00	111	1.97	0	0.00	0	0.00
Firebird	0	0.00	0	0.00	0	0.00	34,540	38.97	0	0.00
Sunbird	0	0.00	0	0.00	6,125	5.74	0	0.00	4,636	4.34
Grand Am	0	0.00	0	0.00	16,760	6.85	0	0.00	0	0.00
Pontiac 6000	1,759	1.02	4,792	2.79	1,733	1.01	0	0.00	0	0.00
Bonneville	0	0.00	4,277	3.45	0	0.00	0	0.00	0	0.00
Safari/Parisienne	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
HONDA	0	0.00	47,997	15.51	0	0.00	0	0.00	0	0.00
Civic	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
Accord	0	0.00	47,997	22.07	0	0.00	0	0.00	0	0.00
NISSAN	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
NUMMI	0	0.00	3,191	1.62	0	0.00	0	0.00	0	0.00
Corolla	0	0.00	3,191	7.51	0	0.00	0	0.00	0	0.00
Nova	0	0.00	0	0.00	0	0.00	0	0.00	0	0.00
VOLKSWAGEN	0	0.00	0	0.00	33,798	44.24	0	0.00	0	0.00
Golf/GTI	0	0.00	0	0.00	29,542	47.16	0	0.00	0	0.00
Jetta	0	0.00	0	0.00	4,256	30.93	0	0.00	0	0.00
Total Cars, U.S.	924,546	11.51	118,194	1.47	194,709	2.42	169,189	2.11	59,319	0.74

NOTE: *—Roof options on Ford Tempo were not available.

OPTIONS/EQUIPMENT

Miscellaneous options on 1987 U.S. models

	Tinted Glass	Percent of Output	Digital Clocks	Percent of Output	Two-tone Paint	Percent of Output	Automatic Seatbelts	Percent of Output	Airbags	Percent of Output
CHRYSLER MOTORS	1,354,036	97.69	1,325,455	95.62	26,797	1.93	0	0.00	0	0.00
Eagle Total	33,000	79.44	17,194	41.39	0	0.00	0	0.00	0	0.00
Eagle	5,203	100.00	5,203	100.00	0	0.00	0	0.00	0	0.00
Alliance	27,797	76.50	11,991	33.00	0	0.00	0	0.00	0	0.00
Plymouth Total	443,722	97.46	437,682	96.14	1,599	0.35	0	0.00	0	0.00
Horizon	166,859	100.00	154,165	92.39	0	0.00	0	0.00	0	0.00
Sundance	85,085	90.81	93,696	100.00	0	0.00	0	0.00	0	0.00
Reliant	127,131	97.75	127,966	98.39	15	0.01	0	0.00	0	0.00
Caravelle	48,096	100.00	48,096	100.00	0	0.00	0	0.00	0	0.00
Gran Fury	16,551	100.00	13,760	83.14	1,584	9.57	0	0.00	0	0.00
Chrysler Total	377,702	100.00	377,702	100.00	23,539	6.23	0	0.00	0	0.00
LeBaron K	63,069	100.00	63,069	100.00	0	0.00	0	0.00	0	0.00
LeBaron J	92,538	100.00	92,538	100.00	23,539	25.44	0	0.00	0	0.00
LeBaron GTS	44,013	100.00	44,013	100.00	0	0.00	0	0.00	0	0.00
N. Yorker E-Class	73,835	100.00	73,835	100.00	0	0.00	0	0.00	0	0.00
Fifth Avenue	104,247	100.00	104,247	100.00	0	0.00	0	0.00	0	0.00
Dodge Total	499,612	97.66	492,876	96.34	1,659	0.32	0	0.00	0	0.00
Daytona	37,272	100.00	37,272	100.00	0	0.00	0	0.00	0	0.00
Omni	152,931	100.00	141,355	92.43	1,659	1.08	0	0.00	0	0.00
Shadow	84,187	90.31	93,222	100.00	0	0.00	0	0.00	0	0.00
Aries	118,531	97.57	120,097	98.86	0	0.00	0	0.00	0	0.00
Dodge 600	45,118	100.00	45,118	100.00	0	0.00	0	0.00	0	0.00
Lancer	28,731	100.00	28,731	100.00	0	0.00	0	0.00	0	0.00
Diplomat	32,841	100.00	27,081	82.46	0	0.00	0	0.00	0	0.00
FORD MOTOR CO.	1,948,381	93.73	1,684,413	81.03	162,695	7.83	98,070	4.72	14,535	0.70
Ford Division	1,355,177	91.93	1,252,441	84.96	123,865	8.40	0	0.00	11,306	0.77
Escort	326,761	81.56	296,114	73.91	57,061	14.24	0	0.00	0	0.00
Mustang	134,226	84.34	159,145	100.00	16,874	10.60	0	0.00	0	0.00
Tempo	272,522	96.42	282,632	100.00	34,315	12.14	0	0.00	11,306	4.00
Crown Victoria	128,878	100.00	77,108	59.83	5,815	4.51	0	0.00	0	0.00
Taurus	364,656	97.30	326,659	87.16	0	0.00	0	0.00	0	0.00
Thunderbird	128,135	100.00	110,782	86.46	9,801	7.65	0	0.00	0	0.00
L-M Division	593,204	98.13	431,972	71.46	38,830	6.42	98,070	16.22	3,229	0.53
Mercury Total	483,838	97.72	383,015	77.35	31,816	6.43	98,070	19.81	3,229	0.65
Lynx	29,429	73.50	27,284	68.14	1,760	4.39	0	0.00	0	0.00
Topaz	98,070	100.00	69,598	70.97	9,678	9.87	98,070	100.00	3,229	3.29
Grand Marquis	131,194	100.00	82,468	62.86	8,401	6.40	0	0.00	0	0.00
Cougar	104,526	100.00	93,635	89.58	11,977	11.46	0	0.00	0	0.00
Sable	120,619	99.43	110,029	90.70	0	0.00	0	0.00	0	0.00
Lincoln Total	109,366	100.00	48,957	44.76	7,014	6.41	0	0.00	0	0.00
Continental	17,597	100.00	17,597	100.00	3,132	17.80	0	0.00	0	0.00
Lincoln	76,483	100.00	16,074	21.02	3,88[illegible]	5.08	0	0.00	0	0.00
Mark VII	15,286	100.00	15,286	100.00	0	0.00	0	0.00	0	0.00
GENERAL MOTORS	3,675,176	95.06	3,428,419	88.68	330,108	8.54	452,740	11.71	0	0.00
Buick Total	642,869	99.10	609,843	94.01	34,232	5.28	104,009	16.03	0	0.00
Skyhawk	44,108	94.52	43,449	93.11	4,006	8.58	0	0.00	0	0.00
Century	181,536	98.57	156,620	85.04	10,497	5.70	0	0.00	0	0.00
Regal	64,667	99.05	61,260	93.83	2,012	3.08	0	0.00	0	0.00
Somerset/Skylark	80,206	100.00	78,724	98.15	10,635	13.26	24,989	31.16	0	0.00
LeSabre (fwd)	154,331	100.00	151,959	98.46	2,830	1.83	79,020	51.20	0	0.00
LeSabre (rwd)	12,759	100.00	12,659	99.22	0	0.00	0	0.00	0	0.00
Electra (fwd)	90,041	100.00	89,949	99.90	0	0.00	0	0.00	0	0.00
Riviera	15,223	100.00	15,223	100.00	4,252	27.93	0	0.00	0	0.00
Cadillac Total	282,582	100.00	282,582	100.00	14,613	5.17	0	0.00	0	0.00
Cimarron	14,561	100.00	14,561	100.00	0	0.00	0	0.00	0	0.00
Allante	3,366	100.00	3,366	100.00	0	0.00	0	0.00	0	0.00
Brougham (rwd)	65,504	100.00	65,504	100.00	0	0.00	0	0.00	0	0.00
DeVille (fwd)	162,798	100.00	162,798	100.00	0	0.00	0	0.00	0	0.00
Eldorado	17,775	100.00	17,775	100.00	3,182	17.90	0	0.00	0	0.00
Seville	18,578	100.00	18,578	100.00	11,431	61.53	0	0.00	0	0.00
Chevrolet Total	1,142,090	90.50	1,055,553	83.64	76,619	6.07	0	0.00	0	0.00
Chevette	17,671	38.24	0	0.00	1,816	3.93	0	0.00	0	0.00
Camaro	130,339	94.61	128,817	93.51	0	0.00	0	0.00	0	0.00
Cavalier	294,670	85.10	260,294	75.17	14,496	4.19	0	0.00	0	0.00
Celebrity	361,907	96.12	341,409	90.67	31,477	8.36	0	0.00	0	0.00
Corsica/Beretta	8,831	51.81	16,875	99.00	47	0.23	0	0.00	0	0.00
Monte Carlo	77,238	97.71	75,417	95.41	5,344	6.76	0	0.00	0	0.00
Caprice	220,802	96.63	202,356	88.56	22,078	9.66	0	0.00	0	0.00
Corvette	30,632	100.00	30,385	99.19	1,361	4.44	0	0.00	0	0.00
Oldsmobile Total	836,808	98.07	714,915	83.79	42,138	4.94	161,955	18.98	0	0.00
Firenza	23,850	92.34	24,459	94.70	1,918	7.43	0	0.00	0	0.00
Calais	117,010	100.00	113,993	97.42	11,891	10.16	62,358	53.29	0	0.00
Cutlass Ciera	285,062	95.89	289,262	97.30	7,859	2.64	0	0.00	0	0.00
Cutlass Supreme	122,910	98.20	4,272	3.41	3,182	2.54	0	0.00	0	0.00
88 (fwd)	170,432	100.00	166,922	97.94	4,527	2.66	[illegible],597	58.44	0	0.00
88 (rwd)	17,742	100.00	16,243	91.55	0	0.00	0	0.00	0	0.00
Olds 98	84,762	100.00	84,724	99.96	958	1.13	0	0.00	0	0.00
Toronado	15,040	100.00	15,040	100.00	11,803	78.48	0	0.00	0	0.00
Pontiac Total	770,826	94.05	765,528	93.40	162,507	19.83	186,776	22.79	0	0.00
Fiero	28,776	61.78	46,581	100.00	15,569	33.42	0	0.00	0	0.00
Pontiac 1000	3,057	54.32	0	0.00	0	0.00	0	0.00	0	0.00
Firebird	87,241	98.44	76,699	86.55	32,790	37.00	0	0.00	0	0.00
Sunbird	100,419	94.05	98,350	92.11	10,671	9.99	0	0.00	0	0.00
Grand Am	244,728	100.00	240,225	98.16	68,602	28.03	109,527	44.75	0	0.00
Pontiac 6000	169,368	98.57	167,392	97.42	5,555	3.23	0	0.00	0	0.00
Bonneville	123,815	100.00	122,859	99.23	29,319	23.68	77,249	62.39	0	0.00
Safari/Parisienne	13,422	100.00	13,422	100.00	0	0.00	0	0.00	0	0.00
HONDA	309,534	100.00	309,534	100.00	0	0.00	0	0.00	0	0.00
Civic	92,061	100.00	92,061	100.00	0	0.00	0	0.00	0	0.00
Accord	217,473	100.00	217,473	100.00	0	0.00	0	0.00	0	0.00
NISSAN	75,285	54.78	9,324	6.78	0	0.00	0	0.00	0	0.00
NUMMI	197,375	100.00	166,919	84.57	8,368	4.24	0	0.00	0	0.00
Corolla	42,480	100.00	12,024	28.30	0	0.00	0	0.00	0	0.00
Nova	154,895	100.00	154,895	100.00	8,368	5.40	0	0.00	0	0.00
VOLKSWAGEN	76,400	100.00	76,389	99.99	0	0.00	19,112	25.02	0	0.00
Golf/GTI	62,642	100.00	62,631	99.98	0	0.00	14,480	23.12	0	0.00
Jetta	13,758	100.00	13,758	100.00	0	0.00	4,631	33.66	0	0.00
Total Cars, U.S.	7,636,187	94.84	7,000,453	86.94	527,969	6.56	569,921	7.08	14,535	0.18

MANUFACTURERS

Overseas vehicle makers, coachbuilders

Following is a list of overseas manufacturers of production cars and trucks, coachbuilders and specialized motor vehicles. Available phone numbers (with country codes) have been included. For U.S. and Canadian companies, see the Roster of Auto Firms and Executives, which begins on page 145.

AC Cars, Brooklands Industrial Park, Weybridge, Surrey KT13 0YU, England. Phone: (44) 9323 55222. Fax: (44) 9323 43444. Products: AC Ace speciality sports car. Controlling interest held by Ford Motor Co.

Adam Opel AG, Postfach 1710,D-6090 Russelsheim, West Germany. (Parent is General Motors.) Phone: (49) 06142-661. Products: Opel passenger cars: Corsa, Kadett/Astra, Ascona/Cavalier, Manta, Omega/Carlton, Senator.

Aichi Machine Industry Co. Ltd., Nagoya, Aichi, Japan. Products: Commercial vehicles, automotive engines.

Alfa-Lancia Industriale S.p.A., Viale Alfa Romeo, Centro Direzionale, 20020 Arese, Milan, Italy. Phone: (39) 2 93391.Telex: 330101 ALFAMI. (Parent company is Fiat Auto.) Products: Alfa Romeo, Lancia, Autobianchi passenger cars.

Alpes Incendie, 8690 Le Grand Lemps, B.P. 27, France. Phone: (33) 76 05 09 54. Telex: 320388. Products: Ambulances, fire-fighting vehicles.

Alpine, Societe des Automobiles, Avenue de Breaute, 76201 Dieppe, France. Phone: (35) 82 37 21. Telex: Alpimo 180993 F. Products: Sports and GT cars; engineering for Renault.

AMI-Toyota Ltd., 155 Bertie St., Port Melbourne, Victoria, 3207, Australia. Phone: (61) 3 647 4444. Telex: AA39460 (AMITY). Products: Passenger vehicles: Corolla hatch, sedan and liftback; Camry sedan and wagon; engines, vehicle panels.

Anadolu Otomotiv Sanayii ve Ticaret A.S., Ankara Asfalti Ozeri Soganlik Koyu Karsisi, Kartal, Istanbul 8142, Turkey, Phone: (90) 1 3537064. Telex: 29256 skod tr. Products: Isuzu NPR & NKR light duty trucks.

Anambra Motor Mfg. Co. Ltd., Emene Industrial Layout, Emene-Enugu, Nigeria. Phone: (234) 1 68 17 90. Telex: 51264. Products: Trucks.

Arab American Vehicle Co., 4.5 K.m.s. Suez Rd., Cairo, Heliopolis, Egypt. Phone: (20) 2 917686. Telex: 93791 AAV UN. Products: Jeep vehicles.

A.R.N.A. (Alfa Romeo and Nissan Autoveicoli) S.p.A., 83039 Pratola Serra, Avellino, Italy. (Parent company is Fiat Auto.) Phone: (39) 825 607075. Telex: 722361 ARNA. Products: Automobiles.

Aston Martin Lagonda Ltd., Tickford St., Newport Pagnell, Buckinghamshire, MK 9AN, England. Phone: (44) 908 610620. Products: Touring cars.

Aston Martin Tickford, Tickford House, Tannner Dr., Blakelands, Milton Keynes, Buchs MK14 5BN, England. Phone: (44) 908 614688. Telex: 826983 TIKFRD G. Products: Tickford Projects-mass transit specialists.

Ateliers de Constructions Automobiles Sbarro, Rte. de Lausanne 26, CH 1422, Les Tuileries de Grandson, Switzerland. Phone:(41) 024 24 25 75. Telex: 457 178 aca ch. Products: prototype design, styling, custom-made vehicles.

Audi AG, Postfach 220, D-8070 Ingolstadt, West Germany. Phone: (49) 0841-89-0. Telex: 55 05 0. Products: Audi passenger cars.

Austin Rover Group Ltd., Canley Road, Canley, Coventry, England CV5 6QX. Phone: (44) 203-70111. Telex: 312571. Products: Austin, Rover, MG automobiles.

Autobianchi — See Alfa-Lancia Industriale.

Auto Dacia Foreign Trade Co., 42 Mircea Voda St., P.O. Box 81, 0300 Pitesti — Romania. Telex: 18296, 18297. Phone: (40) 976 36316. Products: Dacia autos.

Autokraft Ltd., Unit 815, Brooklands Industrial Park, Weybridge, Surrey KT13 0YU, England. Phone: (44) 9323 5522. Products: speciality automobiles, replicars.

Autolatina — See Volkswagen do Brasil, Ford Brasil.

Autolatina Argentina S.A., Casilla de Correo 696 - Correo Central, (1000) Capital Federal - Buenos Aires, Argentina. (Autolatina Argentina was formed in July 1987, when Volkswagen Argentina and Ford Motor Argentina merged.) Phone: (54) 994-1017/3010/2007. Telex: 18065-21175. Products: Automobiles: Ford Sierra, Falcon, Escort and F-series and VW Carat, Gacel, 1500 and Kombi.

Autolatina Comercio, Negocios e Participacao Ltda., R Professor Manoelito de Ornellas, No. 303, Sao Paulo, 04719 Brazil. (Autolatina Comercio is the parent of Volkswagen do Brasil SA and Ford do Brasil SA.) Phone: (55) 011 545-9084. Telex (55) 011-38365. Products: Volkswagen and Ford passenger cars and trucks.

Automobile APAL S.A., rue de la Fontaine 25, Blegny, 4570 Belgium. Phone: (32) 041 87 4525. Products: Automobiles.

Automobiles Citroen, 62 Blvd. Victor Hugo, Neuilly sur Seine 922089 Cedex, France. (Parent company is Peugeot S.A.) Phone: (33) 1 47483300. Telex: 614830. Products: Citroen passenger cars.

Automobiles Dangel S.A., BP 01, 5 rue du Canal, 68780 Sentheim, France. Phone: (33) 89 825470. Telex: 881263 F. Products: Automobiles and conversions.

Automobiles de la Chapelle, Chemin de Sacuny, 69530 Brignais, Lyon, France. Phone: (33) 7 805 3285. Telex: 306259F BSCAUTOSDLC. Products: Bugatti Type 55 replicars and half-size reproduction Bugatti 55, BMW 328 and Ferrari 330 P2 Juniors for children.

Automobiles Peugeot, 75 Ave. de la Grande Armee, Paris 75016, France. (Parent company is Peugeot S.A.) Phone: (33) 1 40 66 55 11. Products: Peugeot and Talbot passenger cars.

Automobiles Talbot S.A., Apdo 140, Villa Verde, 28080 Madrid, Spain. (Peugeot S.A. owns controlling interest.) Phone: (34) 91 217 0612. Products: Peugeot and Talbot automobiles.

Automobili Lamborghini S.p.A., Via Modena 12, 40019 Sant'Agata Bolognese (Bologna) Italy. Phone: (39) 51-956 171. Telex: 510278 LAMBOR. Products: Lamborghini automobiles.

Avon Coachworks Ltd., Ladbroke House, Tachbrook Road, Leamington Spa, Warwick CV31 3ES, England. Phone: (44) 926 882111. Products: Coachworks.

AZLK (Avtomobilny Zavod Imeni Leninskogo Komsola), Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Moskvich autos.

Bedford Commercial Vehicle — See IBC Vehicles Ltd.

Beijing Jeep Corp., Chuihangliu, Chaoyangqu, Beijing, People's Republic of China. Phone: (86) 78-1931. Telex: 20039 BJCCN. Products: Jeep vehicles.

Bentley — See Rolls-Royce Motors Ltd.

Bertone, Carrozzeria, S.p.A., Corso Allemano 46, 10095 Grugliasco, Turin, Italy. Phone: (39) 11 788-044. Telefax: 11 780 68 82. Products: Design, specialty cars and bodies, prototypes, tooling.

Bitter-Automobile Bitter GmbH & Co. K.G., D-5830 Schwelm, Berlinerstrasse 57, West Germany. Phone: (49) 2336 6096-98. Products: Specialty automobiles.

BL Plc — See Rover Group Plc.

BMC Sanayi Ve Ticaret A.S., Gazi Bulvari No. 47/49 35210. Izmir, Turkey. Phone: 14 54 70. Telex: 52583 otom tr. Products: Faith Cummins, Yavuz Volvo Turbo 6 trucks, Leyland 30 light commercial vehicles and engines.

BMW AG (Bayerische Motoren Werke), Postfach 400240, Petuelring 130, BMW Haus, 8000 Munich 40, West Germany. Phone: (49) 89 38951. Products: BMW passenger cars and motorcycles.

BMW South Africa (Pty) Ltd., P.O. Box 2955, Pretoria 0001, South Africa. Phone: (27) 11 805-1555. Telex: 430103SA. Products: BMW automobiles.

Bristol Cars Ltd., 368-370 Kensington High St., London W14 8NL, England. Phone: (44) 1 603 5556. Products: Bristol automobiles.

Carbodies Sales & Service Ltd., Torrington Ave., Tile Hill, Coventry CV4 9BH, England. Phone: (44) 203 470022. Products: Taxis.

Caterham Car Sales & Coachworks Ltd., Seven House, Town End, Caterham Hill, Surrey CR3 5UG, England. Phone: (44) 883 46666. Products: Caterham Super Seven.

Chausson, 11 Ave. Dubonnet, F-92407 Courbevoie Cedex. (Hauts de Seine), France. Phone: (33) 1 49 04 01 23. Telex: 12042-F. Fax: 1 47 90 10 47. Products: Body and tooling generations; complete vehicles; automotive product and production engineering services; vans and campers.

Chrysler de Mexico S.A., P.O. Box 53-951, Mexico, D.S., Mexico. Phone: (52) 905 250-9988. Telex: 383 1774 335. Products: Passenger cars and trucks.

Citroen — see Automobiles Citroen.

Coleman-Milne, Wigan Rd., Weshoughton, Bolton, England BL5 2EE. Phone: (44) 942 815600. Telex: 67249. Products: Limousines, ambulances, funeral vehicles.

Companhia Industrial Santa Matilde, Avenida Koeler, No. 260, Petropolis, Rio de Janeiro, 25685, Brazil. Phone: (0242) 43 8656. Telex: (021) 36 649. Products: Automobiles, trains, wagons, combines, tractors, buses, galvanized metal structures.

Crayford Special Equipment Co. Ltd., 28 High St., Westerham, Kent, England TN16 1RG. Phone: (44) 959 63087. Cable: 95420 CRAYSP G. Products: All-terrain vehicles and cycles.

Dacia — See Auto Dacia.

Daewoo Motor Co. Ltd., (50-50 joint venture with General Motors), 541, 5-ka, Namdaemun-ro, Jung-ku, Seoul 100-714, South Korea. Mailing address: C.P.O. Box 3490, Seoul 100-634. Phone: (82) 776-4031. Telex: DWMOTOR K28400. Products: Passenger cars, including Pontiac LeMans, and light commercial vehicles.

DAF Trucks, Geldropseweg 303, 5645 TK Eindhoven, Netherlands. Phone: (31) 40 14 20 09. Products: Trucks and buses.

Daihatsu Motor Co. Ltd., 1-1 Daihatsu-cho, Ikeda, Osaka, Japan 563. Phone: (81) 727 51 8811. Telex: 0-5322-224 Daihatsu Ikedaosaka. Products: Passenger cars, vans, buses, trucks, electric vehicles and industrial engines.

Daimler-Benz AG, D-7000 Stuttgart 60, Postfach H 60 0202, West Germany. Phone: (49) 711 17-0. Telex: 723 901 DBU D. Products: Mercedes-Benz cars, commercial vehicles including vans, trucks, buses, fire brigade and municipal service vehicles, Umiog MB-trac engines and assemblies.

Delta Motor Corp., (formerly GM South African) P.O. Box 1137, Port Elizabeth 6000, South Africa. Phone: (27) 41 403-9111. Telex: 242386SA. Products: Opel automobiles.

Dennis Specialist Vehicles, Woodbridge

Continued on page 86

Automotive News World Outlook

Generated by Data Resources Inc.
(In Millions)

	1985	1986	1987	1988	1989	1990	1991	1992
New car registrations								
Total Western Europe*	10,608	11,635	12,371	12,283	11,625	11,982	12,340	12,445
Germany	2,379	2,829	2,916	2,773	2,601	2,696	2,603	2,620
France	1,766	1,912	2,105	2,071	1,946	2,031	2,184	2,256
United Kingdom	1,832	1,882	2,014	2,004	1,896	1,926	1,964	1,908
Italy	1,746	1,825	1,977	2,029	1,818	1,834	1,885	1,928
Total U.S.	11,043	11,452	10,227	10,100	9,800	10,002	10,002	10,302
Asia-Pacific**	1,240	1,119	1,325	1,512	1,509	1,615	1,691	1,766
Japan	3,104	3,146	3,275	3,478	3,549	3,441	3,479	3,514
Total Africa-Mid East	1,268	1,185	1,168	1,252	1,306	1,389	1,510	1,595
Total Latin America†	1,226	1,250	970	910	1,069	1,100	1,273	1,290
Total Eastern Bloc	2,195	2,171	2,257	2,334	2,407	2,466	2,548	2,630
Car production								
Total Western Europe*	11,204	11,818	12,518	12,498	12,008	12,407	12,793	12,870
Germany	4,167	4,311	4,374	4,236	4,023	4,103	4,196	4,271
France	2,632	2,773	3,052	3,032	2,893	3,019	3,126	3,160
United Kingdom	1,048	1,019	1,143	1,214	1,253	1,348	1,405	1,412
Italy	1,389	1,652	1,713	1,827	1,729	1,774	1,781	1,772
Total North American	9,277	8,889	7,831	7,564	7,407	7,492	7,671	7,931
Asia-Pacific**	869	1,042	1,454	1,808	1,928	2,115	2,240	2,352
Japan	7,647	7,810	7,891	7,736	7,671	7,605	7,607	7,737
Total Latin America†	1,174	1,166	1,126	1,201	1,440	1,541	1,718	1,736
Mexico	297	208	277	393	528	613	645	625
New truck registrations								
Western Europe***††	208	222	252	249	242	243	243	243
U.S.	4,450	4,640	4,650	4,690	4,520	4,380	4,240	4,540
Truck production								
Western Europe***	294	289	305	316	304	308	308	308
North America	4,325	4,177	4,310	4,090	4,070	4,100	4,040	3,980

*Includes Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal.

**Includes Taiwan, South Korea, Peninsular Malaysia, India, and Australia but excludes Japan, which is listed separately.

***Includes Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands, Belgium, Denmark, Switzerland, Norway, Finland, Portugal and Austria.

†Latin America includes Mexico, Brazil and Argentina.

††Western Europe truck registrations and production numbers are for trucks over six tons; no vans.

January 1988

MANUFACTURERS

Continued from page 85

Works, Guildford, Surrey GU2 5XP, England. Phone: (44) 483 571271. Telex: 859563. Fax: (0483) 301697. Products: Buses and coach chassis, specially engineered fire fighting chassis.

DeTomaso Modena S.p.A., Via le Virgilio 9, Via Emilia Ovest 1250, 41100 Modena, Italy. Phone: (39) 59 518102. Telex: 510619 detoma i. Fax: 59/51802. Products: Vehicles, spare parts.

Dong-A Motor Co. Ltd., (includes Keohwa) — See Ssangyong Motor Co.

Donkervoort, Nieuw Loosdrechtsedijk 205a, 1231 KT Nieuw Loosdrecht, Netherlands. Phone: (31) 2158-1990. Telex: 43323 DONVO NL. Products: Donkervoort automobiles.

Dutton Cars Ltd., 53 Broadwater St. W., Worthing, Sussex BN14 9BY, England. Phone: (44) 903 213421. Products: Dutton cars.

El Nasr Automotive Mfg. Co., Wadi-Hof, Cairo, Egypt. Phone: (20) 689901. Telex: 92064 AUTHEL UN. Products: Passenger cars, trucks, buses, agricultural tractors, complete replacement engines.

Enasa S.A., Av. Aragon 402, 28022 Madrid, Spain. Phone: (34) 1 747 5555. Products: Pegaso trucks, buses.

ERF Ltd., Sun Works, Sandbach, Cheshire CW11 9DN, England. Phone: (44) 936 73223. Products: ERF heavy trucks.

Fabryka Samochodow Malotitra-Zowych, ul. Sarni Stok 93, 43-300 Bielsko-Biala, Poland. Products: Passenger cars, Fiat 126, Syrena models.

Fabryka Samochodow Oso-Bowych (FSO), ul. Stalingradzka 50, Warsaw, Poland. Products: Automobiles.

Farus Ltda., Industria de Veiculos Esportivos, Rua Camilo Flamarion 311, 32000 Contagem, Minas Gerais, Brazil. Products: Automobiles.

Fasa-Renault, Av. de Burgos, No. 89, Madrid 28050, Spain. Phone: (34) 1 766 1900. Telex: 27556. Products: Renault cars, light trucks, engines, transaxles and automotive components.

Ferrari S.p.A., P.O. Box 589, 41100 Modena, Italy. Phone: (39) 536 94 1161. Products: GT and sports cars.

Fiat Auto S.p.A., Corso Agnelli 200, 10135 Turin, Italy. Phone: (39) 11 3333 1. Products: Fiat, Autobianchi, Lancia, Alfa Romeo passenger cars.

Fiat Automoveis S.A., Rodovia Fernao Dias, Km 429, 32500 Betim, Minas Gerais, Brazil 32500. Phone: (31) 529 2111 Telex: (031) 1019. Products: Fiat passenger cars for domestic and export markets.

First Automobile Works, The, 63 Dongfeng St., Changchun, Jilin, China. Phone: 431-54711. Telex: 83009 JFFAW CN. Products: Jiefang CA 141 five-ton trucks, Hongqi CA 774 luxury car and minibus.

Jiefang Automotive Industry Import & Export Corp., (subsidiary) 39-1 Dongfeng St., Changchun, Jilin, China. Phone: 431-54909. Telex: 83009 JFFAW CN. Fax: 431-55750.

Foden Trucks, Elworth Works Sandbach, Cheshire CW11 9HZ, England, Phone: (44) 270 763244. Telex: 36553. Products: Foden heavy trucks.

Ford Brasil S.A. — See Autolatina Comercio, Negocios e Participacao Ltda.

Ford Espana S.A. (Spain), Paseo de la Castellana 135, 8 Planta, Madrid, Spain 28046. Phone: (34) 1 571 14 44. Telex: Spain 42352. Products: Ford cars.

Ford Iveco — See Iveco.

Ford Lio Ho Motor Co. (Taiwan) Ltd., P.O. Box 12, Chung Li, Taiwan 320, China. Phone: (886) 34 553131. Telex: 35167. Products: Ford, Mazda passenger cars.

Ford Lusitana S.A. (Portugal), Apartado 2248, R. Rosa Araujo 2-40, Lisbon 1200, Portugal. Phone: (351) 1 53 91 41. Telex: Portugal 122 18. Products: Ford car, Transit van and Sierra pickup assembly.

Ford Motor Argentina S.A. — See Autolatina Argentina S.A.

Ford Motor Co. Ltd. and Ford of Europe Inc., Eagle Way, Brentwood, Essex, CM13 3BW, England. Phone: (44) 277 253000. Telex: United Kingdom 995311. Products: Ford passenger cars and light vans.

Ford Motor Co. (Japan) Ltd., Toranmon 37 Mori Bldg., 5-1 Toranomon 3-chome, Minato-ku, Tokyo, Japan. Products: Importer in Japan of Ford cars; exporter to Australia and New Zealand of Mazda automobiles. Models: Laser, Telstar.

Ford Motor Co. of Australia Ltd., Private Mail Bag 6, Campbellfield, Victoria 3061, Australia. Phone: (61) 3 359-8211. Telex: 30624. Products: Ford passenger car, van, light and heavy truck assembly.

Ford Motor Co. of New Zealand Ltd., P.O. Box 30-012, Lower Hutt, New Zealand. Phone: (64) 4 666-149 (Wellington). Cable: NEWZEAFORD WELLINGTON (N.Z.). Products: Ford vehicle assembly.

Ford Motor Co. S.A. de C.V. (Mexico), Apartado Postal 39 Bis, Mexico 1 D.F. Phone: (52) 2 11 00 49. Telex: 7860. Products: Ford cars and trucks.

Ford Motor de Venezuela S.A., Apartado 61131 del Este, Caracas, Venezuela. Phone: (58) 2 765377. Telex: Caracas FI-22740. Products: Ford cars and trucks.

Ford-Werke AG, Henry-Ford Strasse 1, D-5000 Cologne 60, West Germany. Phone: (49) 221 7513. Telex: Germany 888 3225. Products: Ford passenger cars.

Freight Rover Ltd. — See Leyland-Daf Ltd.

Fuji Heavy Industries Ltd., Subaru Bldg., 1-chome, 7-2, Nishi-shinjuku, Shinjuku-ku, Tokyo 160, Japan. Phone: (03) 347-2111. Telex: 0-232-2268 FUJI J. Products: Subaru automobiles, industrial engines and machinery, rolling stock and special-purpose vehicles, buses and aircraft.

GAC Ireland Ltd., Shannon Industrial Estate, County Clare, Ireland. Phone: (353) 61-61522. Telex: 24048. Products: Monocoque buses.

GAZ (Gorkovski Avtomobilny Zavod), Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 8535. Products: Volga and Chaika automobiles.

General Motors Chile S.A., Industria Automotriz, Camino A Melipilla 9769 Maipu Santiago, Chile, P.O. Box 14.370. Phone: (56) 2 5574673. Telex: 40711 GENMOCH. Products: Vehicle assembly and imports.

General Motors Continental, Noorderlaan 75, Postbus 9, B-2030 Antwerp, Belgium. Phone: (32) 3 543 5111. Products: Assembly of Opel and Vauxhall vehicles.

General Motors de Mexico S.A. de C.V., Apartado 107-BIS, Mexico 1, D.F. Phone: (52) 5 250-3777. Products: Assembly of passenger cars, commercial vehicles.

Ford Motor Co. factory sales climb to 6.05 million

U.S. and Canadian cars and trucks*

	1987	1986	1985	1984	1983	1982	1981
Cars							
United States	2,171,442	2,093,698	1,940,662	2,047,671	1,671,837	1,270,519	1,385,174
Canada	187,840	188,887	194,540	167,295	143,425	118,721	148,515
Total cars	2,359,282	2,282,585	2,135,202	2,214,966	1,815,262	1,389,240	1,533,689
Trucks**							
United States	1,481,059	1,404,002	1,260,123	1,238,928	993,874	803,484	716,648
Canada	151,982	126,758	119,583	94,552	69,409	70,120	104,136
Total trucks	1,633,041	1,530,760	1,379,706	1,333,480	1,063,283	873,604	820,784
Total cars and trucks	3,992,323	3,813,345	3,514,908	3,548,446	2,878,545	2,262,844	2,354,473

Cars and trucks outside the United States and Canada**

	1987	1986	1985	1984	1983	1982	1981
Germany	899,609	862,288	769,883	789,655	833,119	797,850	737,383
Britain	484,057	438,155	422,003	371,598	414,018	423,073	418,629
Spain	276,448	268,114	265,783	269,021	228,150	229,839	254,006
Brazil	—	182,635	185,241	169,099	165,328	145,110	125,346
Australia	134,222	143,415	177,108	156,304	138,394	141,990	127,181
Mexico	34,495	43,601	70,238	50,560	47,670	90,478	107,312
Argentina	—	32,521	33,281	49,881	56,588	52,764	78,671
Other countries***	230,220	131,671	112,055	180,087	172,419	123,639	110,187
Total outside United States and Canada	2,059,051	2,102,400	2,035,592	2,036,205	2,055,686	2,004,743	1,958,715
Total worldwide— cars and trucks	6,051,374	5,915,745	5,550,500	5,584,651	4,934,231	4,267,587	4,313,188

*Factory sales are by source of manufacture, except that Canadian exports to the United States are included as U.S. vehicle sales and U.S. exports to Canada are included as Canadian vehicle sales.

**Includes units manufactured by other companies and sold by Ford.

***Unit sales for Brazil, Argentina are included only through June 30,1987.

New plant and equipment expenditures by motor vehicle and parts manufacturers

	Expenditures (Billions)			Motor Vehicle and Equip. Mfg. Percent of	
	Total U.S.	Total Manufacturing	Vehicle & Equipt. Manuf.	Manufacturing	Total U.S.
1976	179.91	58.53	3.60	6.2	2.0
1977	208.15	67.48	5.82	8.6	2.8
1978	245.34	78.58	7.19	9.1	2.9
1979	284.94	95.92	8.34	8.7	2.9
1980	314.47	112.33	9.02	8.0	2.9
1981	349.26	126.54	9.83	7.8	2.8
1982	347.47	120.68	7.77	6.4	2.2
1983	304.78	116.20	7.29	6.3	2.4
1984	354.44	138.82	11.20	8.1	3.2
1985	387.13	153.48	14.63	9.4	3.2
1986	379.5	142.7	14.0	9.8	3.7
1987*	390.6	147.9	12.6	8.5	3.2
1988*	419.0	159.9	12.2	7.6	2.9

*—Projections.

SOURCES: U.S. Department of Commerce, Bureau of Economic Analysis; MVMA.

General Motors worldwide factory sales

(Units in thousands)

	Cars			Trucks & buses			Total		
	1987	1986	1985	1987	1986	1985	1987	1986	1985
United States	3,592	4,302	4,882	1,520	1,520	1,537	5,112	5,822	6,419
Canada	344	545	562	238	192	280	582	737	842
Overseas*	1,857	1,783	1,762	214	234	282	2,071	2,017	2,044
Total	5,793	6,630	7,206	1,972	1,946	2,099	7,765	8,576	9,305

*—Includes units which are manufactured overseas by other companies and which are imported and sold by General Motors and affiliates.

Retail unit sales of cars and trucks worldwide

United States:	1987	1986	Change from '86	International:	1987	1986	Change from '86
Industry	15,197	16,336	(1,139)	Industry	26,019	23,286	2,733
GM: cars	3,728	4,693	(965)	GM: cars	1,743	1,721	22
trucks	1,545	1,593	(48)	trucks	230	259	(29)
total	5,273	6,286	(1,013)	total	1,973	1,980	(7)
As % of U.S.	34.7	38.5	(3.8)	As % of International	7.6	8.4	(0.8)

U.S. vehicle and parts percent of total merchandise trade of GNP

	Exports			Imports			
Year Quarter	Billions of Dollars	U.S. Total Merchandise Exports	U.S. Gross National Product	Billions of Dollars	U.S. Total Merchandise Imports	U.S. Gross National Product	Motor Vehicle & Parts Trade Deficit (Billions)
1971	5.0	11.3	0.46	7.9	17.1	0.73	2.9
1972	6.0	12.0	0.51	9.6	17.0	0.80	3.6
1973	7.3	10.2	0.55	11.3	16.0	0.85	4.0
1974	9.3	9.4	0.65	12.4	12.0	0.86	3.1
1975	10.8	10.1	0.68	12.1	12.3	0.78	1.3
1976	12.2	10.7	0.69	16.8	13.5	0.98	4.6
1977	13.5	11.2	0.68	19.4	12.7	1.01	5.9
1978	15.7	11.1	0.70	25.0	14.2	1.16	9.3
1979	18.4	10.0	0.73	26.4	12.5	1.10	8.0
1980	17.5	7.8	0.64	27.9	11.4	1.06	10.4
1981	19.8	8.3	0.65	30.9	11.6	1.04	11.1
1982	17.4	8.2	0.55	34.1	13.8	1.12	16.7
1983	18.7	9.2	0.55	43.5	16.2	1.24	24.8
1984	22.5	10.2	0.60	56.6	17.0	1.50	34.1
1985	24.5	11.4	0.61	65.1	19.2	1.63	40.6
1986	25.4	11.3	0.60	78.1	21.2	1.84	52.7
1987 I	6.3	11.1	0.58	20.6	21.5	1.83	14.3
II	6.4	10.6	0.58	21.1	21.2	1.90	14.7
III	6.3	9.6	0.56	21.3	20.3	1.88	15.0

SOURCES: U.S. Department of Commerce, Bureau of the Census; MVMA.

U.S. industrial production index and capacity usage of motor vehicle and parts manufacturers

	Industrial Production Index				Capacity Utilization*			
	Total		Motor Vehicle & Parts Manufacturer					
	Index	% Change from Last Period	Index	% Change from Last Period	All Manufacturing	% Change from Last Period	Motor Vehicles & Parts	% Change from Last Period
19710	79.6	1.4	70.6	−25.4	77.4	− 2.2	82.2	−16.3
1972	87.3	9.7	77.1	9.2	82.8	7.0	86.0	4.6
1973	94.4	8.1	89.8	16.5	87.0	5.1	94.5	9.9
1974	93.0	− 1.5	77.5	−13.7	82.6	− 5.1	78.4	−17.0
1975	86.3	− 8.8	65.7	−15.2	72.3	−12.4	64.5	−17.7
1976	92.4	9.2	86.5	31.8	77.4	7.1	81.1	25.7
1977	100.0	8.0	100.0	15.6	81.4	5.2	89.1	9.9
1978	106.5	6.5	104.6	4.6	84.2	3.4	89.0	− 0.1
1979	110.7	3.9	95.9	− 8.3	84.6	0.5	78.2	−12.1
1980	108.6	− 1.9	71.1	−25.8	79.3	− 6.3	57.8	−26.0
1981	111.0	2.2	71.6	0.7	78.3	− 1.3	59.0	2.1
1982	103.1	−7.1	66.8	− 6.7	70.3	−10.6	54.3	− 8.0
1983	109.2	5.9	85.5	28.4	74.0	5.3	68.9	27.0
1984	121.8	11.5	105.6	23.1	80.8	9.2	82.5	19.7
1985	123.8	1.6	111.5	5.6	80.3	− 0.6	84.0	1.8
1986	125.1	1.1	110.9	− 0.5	79.8	− 0.6	79.9	− 4.9
1987	129.8	3.8	111.7	− 0.3	81.0	− 1.6	79.2	− 1.2

NOTE: *—Capacity Utilization is a percent of capacity benchmarked to Bureau of Economic Analysis and McGraw-Hill surveys.

SOURCES: Board of Governors of Federal Reserve System, Federal Reserve Bulletin; Unpublished data on computer printout (FRB); MVMA.

MANUFACTURERS

U.S. corporate profits — totals and motor vehicle, equipment makers' share

(Dollars in billions)

Year Quarter	Profits Before Tax: Motor Vehicle & Equipment Manufacturers	Total Manufacturers	Total U.S. Profits	Motor Vehicle & Equipment % of: Total Manufacturer Profits	Total U.S. Profits
1970	1.2	26.6	68.9	4.5	1.7
1971	5.0	34.1	82.0	14.7	6.1
1972	5.9	40.7	94.0	14.4	6.3
1973	5.8	46.2	107.1	12.5	5.4
1974	0.7	39.8	99.4	0.2	0.1
1975	2.0	53.6	123.9	3.7	1.6
1976	7.2	70.9	155.3	10.0	4.7
1977	9.4	80.6	183.8	11.6	5.2
1978	8.9	88.7	208.2	10.0	4.3
1979	4.7	87.5	214.1	5.3	2.2
1980	−2.5	77.1	194.0	0.0	0.0
1981	0.1	88.5	202.3	0.0	0.0
1982	−0.8	58.0	159.2	1.4	0.5
1983	5.1	70.2	196.7	7.3	2.6
1984	9.9	87.5	230.2	11.3	4.3
1985	6.5	72.2	224.1	9.0	2.9
1986	5.9	69.4	238.4	8.5	2.5
1987					
*(Qtr.) I	7.1	75.4	245.7	9.4	2.9
II	7.4	85.5	248.8	8.7	3.0
III	3.5	100.7	267.3	3.5	1.3

*Quarterly data at seasonally adjusted rates.

SOURCES: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business; MVMA.

U.S. unemployment in motor vehicle & equipment manufacturing industry

	Civilian Workers	In Manufacturing	Motor Vehicles and Parts	Thousands	Total as % of: Total Manufacturing	Civilian Unemployment
1971	5.9	6.8	5.1	56	4.0	1.1
1972	5.6	5.6	4.4	48	4.2	1.0
1973	4.9	4.4	2.4	29	3.1	0.7
1974	5.6	5.8	9.3	112	8.9	2.2
1975	8.5	10.9	16.0	174	7.5	2.2
1976	7.7	7.9	6.0	65	3.8	0.9
1977	7.1	6.7	3.9	46	3.3	0.7
1978	6.1	5.5	4.1	53	4.3	0.9
1979	5.8	5.6	7.4	99	7.6	1.6
1980	7.2	8.5	20.4	257	12.9	3.4
1981	7.6	8.3	14.7	174	9.1	2.1
1982	9.7	12.4	20.1	215	7.8	2.0
1983	9.6	11.2	12.7	143	5.8	1.3
1984	7.5	7.5	7.2	92	5.5	1.1
1985	7.1	7.6	7.1	95	5.6	1.3
1986	7.0	7.1	6.9	89	5.7	1.1
1987	6.2	6.0	7.9	100	7.8	1.3

SOURCES: U.S. Department of Labor, Bureau of Labor Statistics; MVMA.

U.S. automakers' financial results for 1986 and '87

(In millions)

	1987 Sales	Profit (Loss)	1986 Sales	Profit (Loss)
American Motors	—	—	$ 3,463	$ (91)
Chrysler Corp.	$ 26,631.5	$1,289.7	22,586	1,404
Ford Motor Co.	71,643.4	4,625.2	62,716	3,285
General Motors Corp.	101,781.9	3,550.9	102,814	2,945
Total	$200,056.8	$9,465.8	$191,579	$7,543

1987 financial results of automakers' finance companies

(Dollars in millions)

	Chrysler Financial Corp.	Ford Motor Credit Corp.	General Motors Acceptance Corp.
1987 Net Income	$225.8	$678.8	$1,453.2
1986 Net Income	$185.6	$611.3	$1,185.1
Change from 1987 Percentage of Retail Sales Financed	32%	38%	41%
1986 Percentage of Retail Sales Financed	35%	42%	57%

U.S. employment in motor vehicle & equipment manufacturing industry

	Total (000)	Autos (000)	Trucks (000)	Parts (000)	Total as % of: Manufacturing	Non Agricultural
1970	799.0	382.1	66.0	351.3	4.1	1.1
1971	848.5	420.2	67.7	361.1	4.6	1.2
1972	874.8	415.2	76.6	383.0	4.6	1.2
1973	976.5	461.6	85.0	429.9	4.8	1.3
1974	907.7	416.2	88.9	402.7	4.5	1.2
1975	792.4	375.3	64.7	352.5	4.3	1.0
1976	881.0	415.9	66.0	399.0	4.6	1.1
1977	947.3	442.0	72.6	426.5	4.8	1.1
1978	1,004.9	469.8	77.6	451.9	4.9	1.2
1979	990.4	463.0	80.8	441.1	4.7	1.1
1980	788.8	368.1	66.8	349.5	3.9	0.9
1981	788.7	358.7	61.5	363.3	3.9	0.9
1982	699.3	317.5	51.6	323.3	3.7	0.9
1983	753.7	349.1	54.1	339.5	4.1	0.8
1984	861.7	391.6	67.4	388.3	4.4	0.9
1985	876.4	404.5	65.6	391.6	4.5	0.9
1986	865.0	395.6	65.2	387.2	4.6	0.9
1987*	841.7	365.5	73.7	383.3	4.4	0.8

*Estimates. Definitions: Autos — motor vehicles and car bodies (SIC 3711); Trucks — truck and bus bodies (SIC 3713), truck trailers and motor homes (SIC 3715,6); Parts — motor vehicle parts and accessories (SIC 3714).

SOURCES: U.S. Department of Labor, Bureau of Labor Statistics; MVMA.

General Motors de Portugal Lda., P.O. Box 8115, 1802 Lisbon Codex, Lisbon, Portugal. Phone: (351) 1-85-01-88. Telex: 12599. Products: Assembly of vehicles.

General Motors de Venezuela C.A., Ave. General Motors, Zona Industrial Sur, Valencia, Carabobo 45316, Venezuela. Phone: (58) 2-302-100. Telex: 45104/45478. Products: Assembly and sales of GM vehicles, parts and accessories.

General Motors do Brasil S.A., P.O. Box 8200, 01000 Sao Paulo, Brazil. Phone: (55) 11 442 7700. Products: Assembly of passenger cars and commercial vehicles.

General Motors Egypt S.A.E., (shared ownership by GM, Isuzu Motors Ltd., Egyptian and Arab investors), Abu El Fida Bldg., 3 Abu El Fida St., Zamalek, Cairo, Egypt. Phone: 3404004-3412116. Telex: 20407-22670 GME UN. Products: Assembly and manufacture of commercial vehicles: Isuzu light- and medium-duty trucks; mini- and micro-buses.

General Motor-Holden's — See Holden's Motor Co.

General Motors Uruguaya (Uveral S.A.), Av. Sayago 1385, Montevideo, Uruguay. Phone: (59) 82-381-621/28. Products: Assembly of General Motors vehicles.

General Motors Zaire S.A.R.L., B.P. 11199, Kinshasa 1, Zaire. Phone: 160-243 (Bell operator)-26635. Products: Assembly of imported vehicles.

Ghia Design S.p.A., Via Agostino da Montefeltro 5, 10034 Turin, Italy. Phone: (39) 11 3190033. Telex: 221538. Products: Prototype design and engineering for Ford.

Giannini Automobili S.p.A., Via Idrovore della Magliana 57, 00148 Rome, Italy. Products: Automobiles, variations of Fiat cars.

Ginetta Cars Ltd., West End Works, Witham, Essex, GMB 1BE, England. Phone: (44) 376 512143. Products: Automobiles including G25 model.

Gurgel S.A. Industria e Comercio de Veiculos, Rodovia Washington Luiz, km 171, Rio Claro, Sao Paulo, Brazil 13500. Phone: (55) 195 34 9588. Telex: (019) 1419. Products: Off-road cars, delivery vans, electric cars.

Hestair Dennis Ltd. — See Dennis Specialist Vehicles.

Heuliez, S.A. Louis, Cerizay, France, 79140. Phone: (33) 49 801111. Products: Ambulances, hearses, special vehicles, buses.

Hindustan Motors Ltd., Birla Bldg., 9/1 R.N. Mukherjee Rd., Calcutta 1, India. Products: Cars, 4wd vehicles.

Hino Motors Ltd., 7-17, Nihonbashi 1-chome, Chuo-ku, Tokyo, Japan. Phone: (81) 3 272 4811. Telex: J22946 HINOLTD. Products: Diesel trucks.

Holden's Motor Co., (General Motors operating company), Box 1714 G.P.O., Melbourne, Victoria, Australia 3001. Phone: (61) 3-647-1497. Products: Manufacture of passenger cars and importer of Isuzu and Suzuki porducts.

Honda Motor Co. Ltd., No. 1-1, 2-chome, Minami-Aoyama, Minato-ku, Tokyo 107, Japan. Phone: (81) 3 423 1111. Telex: J22678 (HONDAMTR). Products: Honda and Acura cars, motorcycles and power products.

Hyundai Motor Co., 140-2, Ke-Dong, Jongro-ku, Seoul, 110-793, South Korea. Phone: (82 2) 744-0211. Fax: 744-0470. Products: Automobiles.

IBC Vehicles Ltd., P. O. Box 163, Kimpton Rd., Luton, LU2 OTY. England. Telex: 825976 IBCVEH, Fax: (0582) 426205. Products: light commercial vehicles.

Industrie Pininfarina S.p.A., Via Lesna, 78/80 Grugliasco, 10095 Turin, Italy. Phone: (39) 11-70911. Telex: 210168. Fax: (39) 11 700819. Products: manufacture of auto bodies and automobiles.

Innocenti, Nuova — See Maserati.

Institute for Development in Automotive Engineering (I.D.E.A.), Villa Cantamerla, Via Ferraro di Cambiano 32, 10024 Moncalieri, 10024 Turin, Italy. Phone: (39) 11 691091. Telex: 212262 IDEATO I. Fax: 11 550363. Products: Automobile design; industrial design (industrial vehicles, marine, machinery); engineering services (product engineering, manufacturing engineering, research, materials applications).

International Automotive Design, IAD House, Dominion Way, Worthing, Sussex BN14 8LU, England. Phone: (44) 903 210131. Telex: 877602 IADUKG. Fax: 903 213387. Products: Design engineering consultants to automotive & aerospace industry; CAD/CAM & CAE specialists; concept & prototype vehicle builders.

Iran Vanet Mfg. Co., P.O. Box 250, Kilometer 21, Old Karaj Rd., Teheran, Iran. Phone: 952717/965032. Telex: 212035 IVMC IR. Products: Mazda trucks.

Isuzu Motors Ltd., 22-10, Minami-oi, 6-chome, Shinagawa-ku, Tokyo 140 Japan. Phone: (81) 3 762-1111. Telex: 0266219 ISUZU T J. Products: Cars, trucks, buses.

Ital Design S.p.A., Via A.Grandi, 11, 10024 Moncalieri, Italy. Phone: (39) 11 64-70-333. Telex: 220642 ITADES-1. Products: Design, models, interior mock-ups, handcrafted prototypes, pilot production prototypes, design of dies, manufacturing jigs and fixtures design, feasibility studies for automotive industry.

Iveco BV, Bavink Staete, Prof. Bavinkdaan 5, NL-Amstelveen, Amsterdam, Netherlands. Phone: (31) 20 413136. Products: Iveco, Magirus, Unic and Ford trucks and buses.

Jaguar Plc, Browns Lane, Allesley, Coventry CV5 9DR, England. Phone: (44) 203 402121. Products: Jaguar and Daimler automobiles.

Jeep de Venezuela S.A., Ave. Andres Bello Edif. Las Fundaciones, Caracas, Venezuela. Phone: (58) 2-573-8011. Telex: 24702 JEEPVVC. Products: Jeep vehicles.

KAMAZ, Avtoexport, 14 Volkhonka, 119902 Moscow, U.S.S.R. Phone: (7) 95 202 85 35. Products: KAMAZ heavy trucks.

Karmann Ghia do Brasil Ltda., C.P. 5330, 01051 Sao Paulo, S.P. Brasilia. Phone: 005511-4515533. Telex: 038114043. Products: Automobiles, car bodies, convertibles, body engineering, tool and die shop, prototypes, stamped parts and components.

Karmann-Rheine GmbH & Co. KG, Birkenallee, 4440 Rheine, West Germany. Phone: (49) 59718651. Telex: 98 1601. Products: Automobiles, car bodies, convertibles, special vehicles, motor homes, textile-leather seats and trim parts.

Karmann, Wilhelm, GmbH, Karmannstrasse 1, 4500 Osnabrueck, West Germany. Phone: (49) 541 5811. Products: Automobiles, car bodies, convertibles, body engineering, tool and die shop, protopfyes, stamped parts and components.

Kassbohrer, Karl, Fahrzeugwerke GmbH, Postfach 2660, 79 Ulm, West Germany. Phone: (49) 731 1811. Products: Buses.

Kia Motors Corp., 15 Yoido-dong, Yungdeungpo-ku, Seoul, 150-010, South Korea. Phone: (82 2) 784-1501. Telex: KIACO K27327. Products: Passenger and utility vans, cargo trucks, buses, special and military vehicles.

Lada — See VAZ.

Lamborghini — See Automobili Lamborghini S.p.A.

Land Rover Ltd., Lode Lane, Solihull West Midlands B92 8NW, England. Phone: (44) 21 722 2424. Telex: 338641 LANROV G. Products: Land Rover utility vehicles, Range Rover station wagons.

Lawil S.P.A., Via Oreste Maretti 29, 27057 Varzi (Pavia), Italy. Phone: (39) 383 52244. Products: Automobiles.

Leyland-Daf Ltd., Lancaster House, Leyland, Preston PR5 1SN, England. Phone: (44) 772 421 400. Products: Leyland, Daf trucks, Freight Rover vans.

Lotus, Group, Hethel, Norwich, Norfolk, England NR14 8EZ. Phone: (44) 953 60 8000. Telex: 97401. Products: Automobiles, automotive engineering technology.

Maggiora, S.p.A., ILCA, Via Natale Palli 8, Borgo San Pietro, 10047 Moncalieri, Turin, Italy. Phone: (39) 11 605 4301. Products: Engineering and assembly.

MAN (Maschinen Fabrik Augsburg-Nuernberg) AG, Postfach 89, Augsburg, West Germany. Phone: (49) 821 3223740. Products: MAN trucks and buses.

Marcos Sales Ltd., 153 West Wilts TC1 EST, Westbury, Wiltshire BA13 4JN, England. Phone: (44) 373-864097. Telex: 444883 SPEMAR G. Products: Marcos sports car and parts.

Maserati, Officine Alfieri, S.p.A., Viale Ciro Menotti 322, 41100 Modena, Italy. Phone: (39) 59 413801. Products: Maserati GT cars, Innocenti vehicles.

Matra Automobile, 14 Rue Paul Dautier, 78140 Velizy, France. Phone: (33) 946 9618. Products: Composite material engineering, Renault Espace minivan.

Mazda Motor Corp., 3-1 Shinchi, Fuchucho, Aki-gun, Hiroshima 730-91, Japan, P.O. Box 18. Phone: (81) 082 282-1111. Telex: 652333 MAZDA J. Products: Mazda passenger cars, commercial vehicles and industrial machinery.

Mercedes-Benz — See Daimler-Benz.

Mercedes-Benz Argentina S.A., Av. del Libertador 2424 CP 1425, Buenos Aires, Argentina. Phone: (54) 8 01 7061/69. Telex: 21335 MBA Ar. Products: Trucks, buses and spare parts.

Mercedes-Benz Australia Pty Ltd., P.O. Box 214, Mulgrave-Melbourne, Australia. Phone: (61) 35 66 92 66. Telex: 31735 merstar aa. Products: Assembly of trucks and buses.

Mercedes-Benz do Brasil S.A., Av. Alfred Jurzykowski 562, Sao Bernardo do Campo/Sao Paulo, Brazil 09880. Phone: (55) 11 455 66 11. Telex: 114157 BENZ BR. Products: Trucks, complete buses, bus chassis and platforms, spare parts.

Mercedes-Benz of South Africa (Pty) Ltd., P.O. Box 1717, Pretoria 0001, South Africa. Phone: (27) 12 203 9111. Telex: 321361SA. Products: Assembly of Honda cars, Mercedes-Benz cars, trucks, buses.

Metalurgica Duarte Ferreira, SA Av. 5 de Outubro, 120-40 Esq. P-1000, Lisbon, Portugal. Products: License-made 4x4 Aro, known as Portaro.

Metro-Cammell Weymann Ltd., P.O. Box 255, Washwood Heath, Birmingham B8 2UH, England. Phone: (44) 21 327 4777. Products: Buses, taxis.

MG — See Austin Rover.

Michelotti, G. (Studio Tecnico Design Carrozzeria SRL), Strada.C. Dei Boschi 8, 10092 Beinasco To, Turin, Italy. Phone: (39) 11 349 7291. Telex: 314339. Fax: (39) 11 349 0121. Products: Design and engineering, custom vehicles.

Midas Cars Ltd., St. Lukes Rd., Corby, Northamptonshire NN18 8AJ, England. Phone: (44) 536-60044. Products: Midas automobiles, consulting and development work on composite monocoque structures.

Mitsubishi Motors Corp., 33-8 Shiba 5-chome, Minato-ku, Tokyo, Japan. Phone: (81) 3 456-1111. Telex: J26639 (BISHI-JIKO). Products: Motor vehicles ranging from mini vehicles to large-size trucks and buses and associated components as well

Continued on page 90

MANUFACTURERS

Continued from page 87

as industrial and agricultural engines.

Morgan Motor Co. Ltd., Pickersleigh Road, Malvern Link, Worcestershire WR14 2LL, England. Phone: (44) 6845 3104. Products: Morgan automobiles, parts.

Motor Iberica S.A., Edificio Barcinovaa, Gran Via Carlos III, 140-142, Barcelona-34, Spain. Phone: (34) 3 309 1508. Products: Nissan 4wd Patrol vehicle, Vanette.

Naylor Cars, Pawson Street, Bradford, West Yorkshire BD4 8DF, England. Phone: (44) 274 669052. Products: Replicars.

Nissan Australia Pty. Ltd., 250-284 Frankston Rd., Dandenong, Victoria 3175, Australia. Phone: (61) 3 797 4111. Products: Automobiles.

Nissan Diesel Motor Co. Ltd., 3-7-1, Kanda Nishiki-cho, Chiyoda-ku, Tokyo, Japan 101. Phone: (81) 3 294 9116. Telex: NIDEKO J24111. Products: manufacture and sales of diesel engines, light-, medium- and heavy-duty diesel trucks and buses.

Nissan Mexicana, S.V. de C.V., Av. Insurgentes Sur 1457, Mexico DF 03920, Mexico. Phone: (52) 5 688 2862. Products: Nissan cars and trucks.

Nissan Motor Co. Ltd., 17-1, Ginza 6-chome, Chuo-ku, Tokyo 104, Japan. Phone: (81) 3 543 5523. Telex: NISMO J22503. Products: Nissan cars and trucks.

Nissan South Africa (Pty) Ltd., P.O. Box 911-010, Rosslyn 0200, Pretoria, South Africa. Phone: (27) 12 541-1111. Telex: 322156SA. Products: Nissan automobiles, pickups.

Nova Sports Cars Ltd. — See Travis Filling Station Ltd.

Ogle Design Ltd., Birds Hill, Letchworth, Hertfordshire, SG6 1JA, England. Phone: (44) 462 682661. Telex: 462 67814. Products: Automobile design and development, prototypes and models.

Oltcit S.A., c/o Auto Dacia Foreign Trade Co., 42 Mercea Voda St., 0300 Pitesti, Romania. Products: Citroen-based cars.

Opel — See Adam Opel AG.

Otokar Otobus Karoseri Sanayi A.S., Eskilondra Asfalti No: 9-13-18, 34590 Bahcelievler-Istanbul, Turkey. Phone: (90) 1 575 33 96. Telex: 28810 Unv tr. Products: Irban city buses, Midi and Mini buses, Land Rover off-road vehicles.

Otomarsan Otobus ve Motorlu Araclar Sanayii A.S., Burmali Cesme Sok. Askeri, Firin Yolu No. 2, Davutpasa, Istanbul, Turkey. Phone: (90) 1 567 04 32. Telex: 22 374 otma tr. Fax: 577 04 02. Products: Buses, trucks, cross country vehicles.

Otosan Otomobil Sanayi A.S., Ankara, asfalti 4 km. Uzuncayir mevkii, Istanbul, Turkey 81302. Phone: (1) 3394440. Telex: 29470 Otsn tr. Products: Cargo heavy trucks, light commercial vehicles, Ford Taurus cars, Anadol pickup, gas and diesel engines.

Panther Car Co. Ltd., The, Brooklands Industrial Park, Byfleet, Surrey KT13 0YU, England. Phone: (44) 9323 54066. Telex: 8955729. Fax: 9323 52036. Products: Panther Kallista sports cars.

Paykan, Iran National Mfg. Co., Service Dept., P.O. Box 2118 Teheran, Iran. Products: Automobiles.

Perusahaan Otomobil Nasional Sdn. Bhd. (Proton), HICOM Industrial Estate, Batu 3, Post Office PKNS Complex, Shah Alam, Selangor Darul Ehsan, Malaysia. Phone: (60) 03-5111055. Telex: 38545 PROTON MA. Fax: 5111252. Products: Proton Saga automobiles.

Peugeot Automobile Nigeria Ltd., Plot 1044 Mallam Kulbi Rd., Kakuri Industrial Estate, Kanduna, Nigeria. P.M.B. 2266. Products: Peugeot automobiles and pickup trucks. Phone: 201130-3. Telex: 71132 Peugnig. Products: 205 and 504 sedans, station wagons, ambulance; 505 sedans, J5 mini bus.

Peugeot S.A., 75 Ave. de la Grande Armee, Paris 75116, France. Phone: (33) 14 502 1133. Products: Peugeot, Talbot, Citroen automobiles.

Peugeot Talbot Motor Co. Ltd., International House P.O. Box 712, Bickenhill Lane, Marston Green, Birmingham B37 7HZ, England. (Parent company is Automobiles Peugeot.) Products: Peugeot automobiles.

Pininfarina Studi E Ricerche S.p.A. Via Nazionale 30, Cambiano, Turin, 10020, Italy. (39) 11 9441333. Telex: 215054. Fax: (39) 11 9441607. Products: Automotive and industrial design.

Porsche AG, Porschestrasse 42, 7 Stuttgart-Zuffenhausen, West Germany. Phone: (49) 711-827 5317. Telex: 721871. Products: Porsche automobiles, engineering subcontract work.

Premier Automobiles Ltd., The, LB Shastri Marg, Kurla, Bombay 400 070, India. Products: Fiat-based automobiles.

Puma Industria de Veiculos S.A., Rua Vermag, 128-04217, Sao Paulo, Brazil. Products: Automobiles.

Qingling Motors Co. Ltd., Sichuang-prof, Zhongging-c, Republic of China. Products: Assembly of Isuzu commercial vehicles.

Rayton Fissore S.p.A., Via Fondovalle 1, 12062 Cherasco, Cuneo, Italy. Phone: (39) 172 486 001. Products: Magnum 4wd vehicle.

Reliant Motor Plc, Two Gates, Tamworth, Staffordshire B77 1HN, England. Phone: (44) 827 25 0000. Telex: 34105. Fax: (44) 827 28 2391. Products: Sports cars and three-wheeled vehicles, plastic moldings, 40-hp engines/transmissions.

Renault (Regie Nationale des Usines Renault), 34 quai du Point du Jour, Boulogne-Billancourt, 92109, France. Phone: (33) 1 46 09 15 30. Telex: RENO 204000 F. Products: Renault automobiles and light industrial vehicles.

Renault Truck Industries Ltd., Boscombe Road, Dunstable, Bedfordshire LU5 4LX, England. Phone: (44) 582 471122. Cable: 82191. Products: Renault & Dodge trucks.

Renault Vehicules Industriels (RVI), 8 quai Marcel Dassault, 92156 Suresnes, France. Phone: (33) 14 772 3333. Products: Trucks, buses, military equipment.

Rolls-Royce Motors Ltd., Pym's Lane, Crewe, Cheshire, CW1 3PL, England. Phone: (44) 270 255155. Products: Rolls-Royce, Bentley automobiles.

Rover Group Plc, 7-10 Hobart Place, London SW1W 0HH, England. Phone: (44) 1 235 4311. Products: Austin, Rover, MG passenger cars, Land Rover utility vehicles, Range Rover station wagons.

Saab-Scania AB, S-581 88 Linkoping, Sweden. Phone: (46) 13 18 00 00. Products: Saab automobiles, Scania trucks and buses, jet aircraft, aerospace instrumentation and electronics.

Samcor, P.O. Box 411, Pretoria 0001, South Africa. Phone: (27) 12 863-9111. Telex: 320750SA. Products: Mazda, Mitsubishi, Ford automobiles, pickups.

Sandbach Engineering — See Foden Trucks.

Ssangyong Motor Co./Keohwa, 24-1, 2-ka, Jeo-dong, Jung-ku, Seoul, 100-032, South Korea. Phone: (82 2) 273-4181. Telex: HDHMO K27596. Fax: 276-1580. Products: Ssangyong produces trucks and buses. Keohwa makes Jeeps.

Sbarro — See Ateliers de Constructions Automobiles Sbarro.

Scania — See Saab-Scania.

SEAT (Sociedad Espanola de Automoviles de Turismo S.A.), Apartado de Correos P.O. Box 740, Barcelona, Spain. Phone: (34) 3/331 00 00. Telex: 54550. Products: Manufacture of SEAT and VW automobiles; sales and distribution of SEAT, VW and Audi cars in Spain. Export of SEAT cars.

Seddon Atkinson Vehicles Ltd., (subsidiary of Empresa Nacional de Autocamiones S.A., Madrid, Spain). Woodstock Factory, Oldham, Lancashire OL2 6HP, England. Phone: (44) 61 624 0566. Telex: 667398. Fax: (44) 61 678 0566. Products: Heavy trucks.

Semal — See Sociedade Electro-Mecanica de Automoveis Ltda.

SEVEL (Societa Europea Veicoli Leggeri), Zona Industriale, Strada Stratale 154, Valle del Sangro, 66041 Atessa (CH), Italy. Phone: (39) 872 8901. Products: Fiat, Peugeot, Citroen, Talbot, Alfa Romeo vans.

SEVEL Argentina S.A., Juan D. Peron 1001, Villa Bosch, Buenos Aires, Argentina 1682. Phone: (54) 1 751-8031/49. Telex: 26012. Products: Fiat cars; Peugeot cars and light trucks; Chevrolet pickup.

SIMPAR (Societe Industrielle de Realisations et d'Adaptations Rhenaniennes), 5 rue d'Arsonval - Z.L., 69680 Chassieu, France. Phone: (33) 890 38 88. Telex: 300 649. Products: Transformation of standard vehicles (passenger cars, commercial vehicles) into all-wheel-drive vehicles.

Sipani Automobiles Ltd., 25/26 Industrial Suburb, Second Stage, Tumkur Road, Banglore 560 022, India. Products: Dolphin passenger car (under license from Reliant Motor).

Sisu-Auto AB, Oy, H.D. Trucks, H. Fleminginkatu 27, 00510 Helsinki 51, Finland. Phone: (358) 0 90 75 0101. Products: Sisu heavy trucks.

Skoda (Automobileve Zavody Narodni Podnik), Trida Rude armady 294, PSC 293 60, Mlada Boleslav, Czechoslovakia. Phone: (42) 326 6133. Products: Skoda automobiles.

Sociedade Electro-Mecanica de Automoveis Ltda., Rue Nova de S. Mamede, 7-20 Dt0, Lisbon, 1200, Portugal. Phone: (1) 658131. Telex 13371 SEMAL P. Products: Importer for Innocenti and Daihatsu cars.

Steyr-Daimler-Puch AG, Franz-Josefs-Kai 51, A-1011 Vienna 1, Austria. Phone: (43) 222 531 440. Telex: 131706 sdph a. Products: Truck manufacture; subassembly and engineering.

Bugatti — See Automobiles de la Chapelle.

Suzuki Motor Co. Ltd., 300 Takatsuka, Hamamatsu, Shizuoka-ken, Japan. Phone: (81) 534 40 2111. Telex: 4225-571 SUZUKI J. Products: Passenger cars, vans, motorcycles.

Tatra Narodni Podnik, 74221 Koprivnice, Czechoslovakia. Phone: (42) 656 40151. Products: Trucks.

Thompson Mfg. Co., (Wexford) Ltd., Castlebridge, Wexford, Ireland. Phone: (353) 53 23327. Products: TMC Costin sports cars.

Toyota Motor Corp., No. 4-18, Koraku 1-chome, Bunkyo-ku, Tokyo 112, Japan. Phone: (81) 3 817 7111. Telex: 4528371 TOYOTA J. Products: Automobiles, parts and components, industrial vehicles, prefabricated housing and home-related equipment.

Toyota South Africa Ltd., P.O. Box 481, Bervoglei 2012, South Africa. Phone: (27) 11 809-9111. Telex: 421091SA. Products: Passenger cars, pickups.

Trabant — See VEB Sachsenring Automobilwerke Zwickau.

Travis Filling Station Ltd., Bridge Garage, Huddersfield Road, Mirfield, West York-

Continued on page 93

CHRYSLER CORP.

Financial Highlights

	1987**	1986*
Unit Sales of Cars and Trucks:		
In the United States and Canada	2,192,824	2,138,829
Outside the United States and Canada	67,466	59,586
TOTAL WORLDWIDE	2,260,290	2,198,415
Net Sales (In millions of dollars)	$ 26,277.0	$ 22,586.3
Earnings from continuing operations (In millions of dollars)	1,290.0	1,403.6
Per share data-primary *(In dollars):		
Earnings from continuing operations	5.90	6.31
At Dec. 31 (In millions of dollars):		
Cash and marketable securities	2,410.0	2,679.4
Property, plant, equipment and tools less accumulated depreciation	8,311.9	6,117.8
Total assets	$ 19,944.6	$ 14,463.2
Payroll and Employment Data		
Worldwide Operations:		
Average number of employees	122,745	115,074
Total payroll (In millions)	$ 4,362.8	$ 4,137.4
U.S. Operations:		
Average number of employees	94,352	87,414
Total payroll (In millions)	$ 3,907.6	$ 3,744.5
Average total hourly labor costs per hour worked — including employee benefits	$ 27.15	$ 25.44
Average weekly hours worked — hourly employees	38.7	41.3
Average number of hourly employees	65,881	60,363
Number of retired employees receiving benefits under the company's pension plans	82,152	67,064
Sales by Area of Manufacture		
United States		
Cars	1,091,904	1,298,501
Trucks	424,696	152,584
Canada		
Cars	8,396	—
Trucks	392,136	405,319
Total	1,917,132	1,856,404
TOTAL WORLDWIDE	2,260,290	2,198,415

NOTE: *—Restated to reflect the three-for-two stock split.
**—Includes American Motors Corp. since Aug. 5, 1987.

FORD MOTOR CO.

Financial Highlights

	1987	1986***
Dollar sales (in millions)		
Automotive	$66,527	$58,271
All other	5,116	4,445
Total	$71,643	$62,716
Net income (in millions)	$4,625	$3,285
A share	9.05	12.32
A share assuming full dilution	8.92	12.11
Cash dividends a share		2.22
After-tax return on sales	6.5	5.3
Taxes (in millions)		
Provision for income taxes	$2,726.0	$1,774.2
Net income (loss)	4,625.2	3,285.1
Cash dividends	805.0	591.2
Retained income (loss)	$3,820.2	$2,693.9
Investment		
Capital expenditures (in millions)	$3,612	$3,353
Cash and marketable securities at Dec. 31 (in millions)	10,097	8,553
Working capital at Dec. 31 (in millions)	4,188	2,832
Stockholders equity at Dec. 31 (in millions)	18,493	14,860
Stockholders equity a share at Dec. 31	36.44	27.68
Employee Data — Worldwide*		
Payroll	$11,669.6	$11,289.7
Total labor costs	$16,567.1	$15,284.5
Average number of employees	350,320	382,274
Employee Data — U.S. Operations*		
Payroll	$7,761.6	$7,703.6
Average number of employees	180,838	181,476
Average hourly labor costs**		
Earnings	$16.50	$16.18
Benefits	$12.38	$10.94
Total	$28.88	$27.12

NOTES: *—Includes unconsolidated finance, insurance and land subsidiaries.
**—Per hour worked (in dollars). Excludes data for subsidiary companies, except Rouge Steel.
***—Restated.

GENERAL MOTORS CORP.

Financial Highlights

	1987	1986
Sales and Revenues (in millions except per share and hourly amounts)	$101,781.9	$102,813.7
Worldwide Factory Sales of Cars and Trucks (units in thousands)	7,765	8,576
Net Income	$3,550.9	$2,944.7
As a percent of sales and revenues	3.5	2.9
As a percent of stockholders' equity	11.1	9.6
Worldwide Employment (in thousands)		
GM (excluding units listed below)	673.1	734.0
GMAC and its subsidiaries	18.2	16.0
Electronic Data Systems	44.6	45.0
Hughes Aircraft Co.	77.5	81.0
Average number of employees	813.4	876.0
Total payrolls	$27,145.7	$28,146.1
Total cost of an hour worked — U.S. hourly employees*	$25.90	$24.00

NOTE: *—Excludes Hughes and EDS.

MANUFACTURERS

Continued from page 90

shire WF14 9HS, England. Phone: (44) 49 88 11. Products: Nova sports cars in kit form.

Turk Otomotiv Endustrileri A.S. (TOE), (Navistar International is a shareholder and licensor), Cayirova-Gebze-Kocaeli, Turkey. Phone: (90) 39 51 052. Telex: 36000 Toef tr. Products: Trucks, pickups, buses, mini buses, farm tractors, radiators, rims, fuel oil tanks and various stamping and machining parts.

TVR Engineering Ltd., Bristol Ave., Blackpool, Lancashire FY2 0JF, England. Phone: (44) 253 56151. Telex: 67519. Fax: 253 57105. Products: TVR sports cars.

UAZ (Ulianovsky Avtomobiliny Zavod), Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: 4wd utility vehicles.

Vauxhall Motors Ltd., P.O. Box 3, Kimpton Road, Luton, Bedfordshire LU2 OSY, England. (Parent company is General Motors.) Phone: (44) 582 21122. Products: Passenger car assembly.

VAZ (Volzhsky Avtomobiliny Zavod), Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Lada automobiles.

VEB Sachsenring Automobilwerke Zwickau, 9541 Zwickau, East Germany. Phone: (37) Zwickau 700. Products: Trabant automobiles.

Volga — See GAZ.

Volkswagen AG, G00-52 AV-Druckerei, Postfach D-3180 Wolfsburg 1, West Germany. Phone: (49) 5361 90. Products: Automobiles, vans and trucks.

Volkswagen Argentina S.A. — See Autolatina Argentina S.A.

Volkswagen do Brasil S.A., Via Anchieta km 23.5, Sao Bernardo do Campo, Sao Paulo, CEP 09700, Brazil. Phone: (55) 11 452 6622. Products: Automobiles.

Volkswagen of Nigeria, km 17, Badagry Highway, OJO, Lagos, Nigeria. Phone: 234-01-880771(882482) Telex: 21145NG. Products: Automobiles: Santana, Amazon, Danfo (Kombi bus), double cabin, ambulance, Marcopolo.

Volkswagen of South Africa (Pty) Ltd., P.O. Box 301, Port Elizabeth 6000, South Africa. Phone: (27) 422 264911. Telex: 244166SA. Products: Volkswagen, Audi passenger cars, VW vans.

Volvo Car B.V., Steenovenweg 1, P.O. Box 1015, 5700 MC Helmond, Netherlands. Phone: (31) 4920 66111. Telex: 51982. Fax: 4920 36995. Products: Complete developmnet, manufacture and marketing of Volvo 300 and 400-series cars.

Volvo, AB, S-405 08 Gothenburg, Sweden. Phone: (46) 31 590000. Telex: 27000 VOLVO S. Products: Volvo automobiles, heavy trucks, buses, industrial & marine engines, aerospace, computer technology.

Wartburg (VEB Automobilwerk Eisenach), Postfach 218, Friedrich Naumannstrasse, 5900 Eisenach, East Germany. Phone: (37) 623 590. Products: Wartburg automobiles.

Yue Loong Motor Co. Ltd., 150 Nanking East Road, Sec. 2, 10th Floor, Taipei, 10409, Taiwan, Republic of China. Phone: (886) 2 507-5353. Telex: 21630 TYLCO. Products: Automobiles, light trucks.

Yugo — See ZCZ.

Zagato Car S.p.A., Via Per Arese, 20017 Terrazzano di Rho, Milan, Italy. Phone: (39) 2 930 1635. Products: Maserati Zagato Spider Biturbo, Aston Martin Volante Zagato Spider, Aston Martin Vantage Zagato Coupe.

ZAZ (Zaporozhsky Avtomobiliny Zavod), Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Zaporozhets minicars.

ZCZ (Zavodi Crvena Zastava), Spanskih boraca 4, 34000 Kragujevac, Yugoslavia. Phone: (38) 34 60210. Telex: 17128. Products: Automobiles, commercial vehicles, delivery vans, spare parts, tools, machines and processing equipment.

ZIL, Avtoexport, 14 Volkhonka, Moscow 119902, U.S.S.R. Phone: (7) 95 202 85 35. Products: Trucks. ■

Major automakers' joint ventures, equity stakes with other car companies, assembly operations

UNITED STATES

Chrysler Corp.

50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car manufacture. With Mitsubishi.

49% of Arab American Vehicles Ltd., Egypt. Jeep assembly.

31% of Beijing Automobile Works, China. 4wd vehicle manufacture.

24% of Mitsubishi Motors Corp., Japan.

16% of Maserati S.p.A., Italy. (Chrysler has option to acquire a total of 51% by 1995.)

Ford Motor Co.

75% of Aston Martin Lagonda Ltd., Great Britain.

70% of Ford Lio Ho Motor Co. Ltd., Taiwan.

Controlling interest in AC Cars, Great Britain.

49% of Autolatina, Brazil and Argentina. With Volkswagen.

48% of Iveco-Ford Truck Ltd., Great Britain. With Iveco (Fiat).

30% of AMIN Holdings, Malaysia. Vehicle assembly.

30% of Otomobil Sanayii Anonim Sirketi, Turkey. Car and truck manufacture.

25% of Mazda Motor Corp., Japan.

10% of Kia Motors Corp., South Korea. (See Mazda.)

General Motors

50% of Daewoo Motor Co. Ltd., South Korea.

50% of New United Motor Mfg. Inc., Fremont, Calif. Car assembly. With Toyota.

49% of General Motors Kenya Ltd. Vehicle assembly.

49% of Constructora Venezolana de Vehiculos C.A., Venezuela. Vehicle assembly.

46% of Autos y Maquinas del Ecuador S.A., Ecuador. Vehicle assembly.

42% of Isuzu Motors Ltd., Japan.

31% of General Motors Egypt S.A.E. Commercial vehicle assembly and manufacture.

24% of Volvo GM Heavy Truck Corp., Greensboro, N.C. With Volvo. (GM has option to buy up to 35% by 1993.)

22% of Omnibus BB Transportes S.A., Ecuador. Bus manufacture, vehicle assembly.

20% of Genie Mecanique Zairois, Zaire. Vehicle assembly.

5% of Suzuki Motor Co. Ltd., Japan.

JAPAN

Daihatsu Motor Co. Ltd.

Has equity stake in Daihatsu Indonesia. Body and suspension manufacture. (Percentage not available.)

Fuji Heavy Industries Ltd. (Subaru)

51% of Subaru-Isuzu Automotive Inc., Lafayette, Ind. Car and truck assembly. With Isuzu.

35% of Ta Ching Motor Co., Taiwan. Small-car assembly.

Honda Motor Co. Ltd.

25% of NZMC Ltd., New Zealand. Car assembly.

23% of Oriental Assemblers Sdn. Bhd., Malaysia. Car assembly.

14% of San Yang Industries Co. Ltd., Taiwan.

10% of Tata Engineering and Locomotive Co. Ltd., India. Car assembly.

Isuzu Motors Ltd.

49% of Subaru-Isuzu Automotive Inc., Lafayette, Ind. Car and truck assembly. With Fuji.

47% of Isuzu Motors Co. Ltd., Thailand. Vehicle manufacture.

25% of Automotive Manufacturers Sdn. Bhd., Malaysia. Vehicle manufacture.

20% of General Motors Egypt S.A.E. Commercial vehicle assembly and manufacture.

15% of Qingling Motors Co. Ltd., China. Vehicle manufacture.

15% of Anadolu Otomotiv Sanayii ve Ticaret A.S., Turkey. Vehicle manufacture.

10% of Industries Mecaniques Maghrebines, Tunisia. Vehicle assembly.

Mazda Motor Corp.

50.6% of Kijkamol Sukosol Co. Ltd., Thailand. Vehicle assembly.

50% of Mazda Motors of New Zealand Ltd. Car and commercial vehicle assembly.

32% of Asia Automobile Industries Sdn. Bhd., Malaysia. Vehicle assembly.

16% of Swaraj Mazda Ltd., India. Commercial vehicle assembly.

15% of Compania Colombiana Automotriz S.A., Colombia. Car and commercial vehicle assembly.

8% of Kia Motors Corp., South Korea. (See Ford.)

Mitsubishi Motors Corp.

50% of Diamond-Star Motors Corp., Bloomington-Normal, Ill. Car assembly. With Chrysler.

50% of Philippine Automotive Manufacturing Corp. Vehicle assembly.

49.8% of Mitsubishi Motors Australia Ltd. Vehicle manufacture.

49.8% of UNIVEX, Comercio e Industria de Automoveis E Camides, S.A.R.L., Portugal. Vehicle assembly.

48% of MMC Sittipol Co. Ltd., Thailand. Vehicle manufacture.

30% of Perusahaan Otomobil Nasional Sdn. Bhd. (PROTON), Malaysia.

19% of China Motor Co. Ltd., Taiwan. Vehicle manufacture.

15% of Hyundai Motor Corp., South Korea. (7.5% each held by MMC and its parent, Mitsubishi Heavy Industries.)

10% of Eicher Motors Ltd., India. Truck assembly.

Nissan Motor Co. Ltd.

71% of Nissan Motor Iberica S.A., Spain. Vehicle manufacture.

56% of Nissan Motor del Peru S.A. Vehicle manufacture.

42% of Nissan Diesel Motor Co. Ltd., Japan. Truck and bus manufacture.

42% of Nissan Shatai Co. Ltd., Japan. Car and commercial vehicle manufacture.

35% of Aichi Machine Industry Co. Ltd., Japan. Commercial vehicle manufacture.

25% of Yue Loong Motor Co. Ltd., Taiwan.

6% of Fuji Heavy Industries Ltd., Japan.

Suzuki Motor Co. Ltd.

26% of Maruti Udyog Ltd., India. Van, pickup, car and 4wd vehicle assembly.

17% of Land Rover Santana S.A., Spain. 4wd vehicle assembly.

12.5% of Pak Suzuki Motor Co. Ltd., Pakistan. Van, pickup, car, 4wd vehicle assembly.

Toyota Motor Corp.

65% of Toyota Motor Thailand Co. Ltd. Vehicle assembly.

50% of New United Motor Mfg. Inc., Fremont, Calif. Car assembly. With General Motors.

50% of AMI Toyota Ltd., Australia. Vehicle assembly.

49.1% of Toyota del Peru S.A. Vehicle assembly.

49% of P.T. Toyota-Astra Motor, Indonesia. Vehicle assembly.

27% of Salvador Caetano, Portugal. Vehicle assembly.

26% of DCM Toyota Ltd., India. Small truck assembly.

15% of Daihatsu Motor Co. Ltd., Japan.

11% of Hino Motors Ltd., Japan. Truck and bus manufacture.

EUROPE

Daimler-Benz AG

50.1 % of Mercedes-Benz of South Africa, vehicle assembly.

Fiat S.p.A.

75% of Plantations Reuniens du Bandundu, Zaire. Commercial vehicle assembly.

70% of The Automotive Manufacturing Co. of Ethiopia. Commercial vehicle assembly.

50% of Ferrari, Italy. Car assembly. With Ferrari.

50% of Societa Europea Veicoli Leggeri, Italy. Van assembly. With Peugeot.

49% of Fabrica de Motores—Fademotor C.A., Venezuela. Commercial vehicle assembly.

48% of Iveco-Ford Truck Ltd., Great Britain. With Ford.

40% of National Trucks Manufacturers Ltd., Nigeria.

39% of Ashok Leyland Ltd., India. Truck manufacture.

33% of Incar Ltd., Tanzania. Car and commercial vehicle assembly.

25% of Khodrowsazan Sherkat Sanati, Iran. Light commercial vehicle assembly.

25% of Libyan Trucks and Bus Co., Libya.

20% of Somaca S.A., Morocco. Car assembly.

15% of L'Auto-Locomotion S.A., Belgium. Vehicle assembly.

Peugeot S.A.

66% of Citroen Hispania, Spain. Car assembly.

59% of Automotores Franco-Chilena, Chile. Car assembly.

49% of Societe Anonyme des Usines Chausson, France. Car and commercial vehicle manufacture. With Renault.

50% of Societa Europea Vercoli Leggeri, Italy. Van assembly. With Fiat.

40% of Peugeot Automobile Nigeria Ltd. Car assembly.

22% of Guangzhou Peugeot Automobile Co. Ltd., China. Light truck and car assembly.

20% of Ste. Marocaine de Constructions Automobiles—Somaca, Morocco. Car assembly.

Saab-Scania AB

50% of Saab-Valmet, Finland. Car manufacture.

Renault

90% of Renault Truck Industries, Great Britain. Truck assembly.

90% of Renault Vehiculos Industriales, Spain. Commercial vehicle assembly.

67% of Renault Portuguesa, Portugal. Car assembly.

55% of Renault Montage Tunisie, Tunisia. Car assembly.

49.9% of Renault Maroc, Morocco. Car assembly.

49.8% of Sociedad de Fabricacion de Automores S.A., Colombia. Car assembly.

49% of Societe Anonyme des Usines Chausson. Passenger cars, commercial vehicles, components. With Peugeot.

45% of Mack Trucks Inc., Allentown, Pa.

44% of Oyak Renault Otomobil Fabrikalari A.S., Turkey. Car assembly.

Volkswagen AG

75% of SEAT, Spain. (VW has option to buy rest of company by 1990.)

51% of Autolatina, Brazil and Argentina. With Ford.

50% of Shanghai-Volkswagen Automotive Co., China. Vehicle assembly.

49% of TAS Tvornica Automobila Sarajevo, Yugoslavia. Car assembly.

40% of Volkswagen of Nigeria Ltd. Vehicle assembly.

AB Volvo

76% of Volvo GM Heavy Truck-Corp., Greensboro, N.C. With General Motors.

NOTE: List does not include equity holdings greater than 95% or less than 5%.

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DEALERS

The 1987 Automotive News Sales Giants — the top-producing dealerships ranked as high-volume sales machines for their franchises — invariably did something, or a variety of things, very well.

Some of the big shooters, such as the Penske organization's Longo Toyota store in El Monte, Calif., were just plain large-volume retailers selling a hot product.

That franchise, which the Penske organization has owned for two years, moved into a new location to accommodate the heavy volume. Last year the dealership sold 19,452 new Toyota cars and trucks, and 12,744 of them were retail sales.

Other operations, such as Stephen World of Wheels, Bristol, Conn., and Polkowitz Motors, Perth Amboy, N.J., were fleet-market behemoths that sold large blocks of cars and trucks to fleet purchasers.

The top three volume franchises last year were Chevrolet sellers.

The highest-volume franchise in the United States in 1987 was Ed Morse Chevrolet, Lauderhill, Fla. Dealer Edward J. Morse Jr. sold 25,063 new cars and trucks, ringing up total dollar sales of $256.1 million. The Ed Morse Chevrolet sales total included 22,837 fleet and 2,226 retail units.

The second-largest franchise was Friendly Chevrolet, Dallas, Texas, which sold 20,543 new Chevrolet cars and trucks, including 18,053 fleet and 2,490 retail units.

The nation's third-highest-volume franchise was The Chevrolet Collection, Miami, Fla., one of several of Joseph A. DeMaria's Collection dealerships that were among 1987's top performers. That dealership sold 19,825 new Chevrolet units in 1987.

In fourth place was Fairway Ford, Latrobe, Pa., one of several high-volume franchises operated by James O'Neal Jr. as part of the Arnold Palmer dealerships. The Fairway store sold 19,452 new Ford vehicles.

The Automotive News Sales Giant with the highest reported sales gross, including all departments in a single dealership, was Polkowitz Motors at $312.5 million.

No. 2 in sales gross was Fairway Ford at $260 million. No. 3 was Friendly Chevrolet, Dallas, at $258.3 million.

While the big-volume dealerships were scattered across the nation, there were highly concentrated pockets in big fleet markets such as Florida, California and the Northeast.

However, the geographical locations of 1987's top sellers for each of the 34 franchises show them positioned in a total of 17 states.

The states of California and Florida each boasted six of the best-of-franchise dealerships.

The state of Georgia had three top-sellers, while Texas, New York, New Jersey, Virginia and Maryland had two each.

Illinois, Massachusetts, Colorado, Connecticut, Rhode Island, Arizona, Washington, South Carolina and Pennsylvania each had one.

Sixteen of the 34 best-sellers were exclusive points; that is, they sold only a single brand of vehicle at their dealerships.

However, the heavy impact of multi-franchise and multipoint dealership organizations was made very clear last year, as the Automotive News Sales Giants included several operators with more than one franchise and more than one dealership.

However, only the powerful billion-dollar Arnold Palmer organization finished as top vehicle seller in two different franchises.

The organization's Fairway Ford dealership in Latrobe, Pa., was the largest-volume Ford franchise; the Arnold Palmer Ford-Lincoln-Mercury store in Hilton Head, S.C., was the largest-volume Lincoln-Mercury franchise.

The Arnold Palmer organization also earned the distinction of having two of the top-volume Ford franchises — again, Fairway Ford and Arnold Palmer Ford-Lincoln-Mercury.

On the following 10 pages are profiles of the Automotive News Sales Giants, the 10 highest-volume franchises for each of 34 domestic and import makes.

There are 340 winners, although some of the stores are multiple winners because they have more than one franchise. ■

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Sales Giants—top 10 for each franchise

(ALL DOLLAR FIGURES IN MILLIONS)

	Principal or top official	Years in business	Employees	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
ALFA ROMEO											
Suburban Auto Imports Maywood, Ill.	Sam Tomaino	9	35	VW	Milano	$ 8.5*	$ 1.0*	N.A.	180	0	180
Wegge Motor Cars Pasadena, Calif.	William A. Wegge III	6	16			4.9	0.6	201	158	0	158
Irvine Imports Irvine, Calif.	James H. Parkinson	34	29		Milano	20.0	1.5	503	132	0	132
Colonial Dodge-Alfa Romeo Rockville, Md.	Dorothy Fitzgerald, John Fitzgerald Jr.	4	150	Dodge, Peugeot	N.A.	75.0*	4.0*	N.A.	124	0	124
Bobcor Motors Englewood, N.J.	Dan Farrell, Charlie Jopp	21	20		Milano	4.1	1.5	40	125	0	125
Forest Lane Porsche-Audi Dallas, Texas	Kirk Franceschini	9	65	Porsche, Audi	Spider	36.9	7.7	275	113	0	113
High Performance Cars Waltham, Mass.	Serge Dermanian	24	21	Maserati	N.A.	4.0	0.4*	N.A.	107	0	107
European Motor Sales Towson, Md.	Wayne Berger	21	17	Bertone	N.A.	2.8*	0.7*	N.A.	104	0	104
Paul Spruell Alfa Chamblee, Ga.	Paul Spruell	7	18		N.A.	4.4	0.8	N.A.	91	0	91
Woburn Foreign Motors Inc. Woburn, Mass.	George T. Albrecht	10	100	Toyota, Jaguar	Milano	49.4	7.0	460	89	0	89
AUDI											
The Annis Corp. Natick, Mass.	Keeme Annis, Sue Annis	29	75	VW, Audi	5000S	35.5	5.1	138	495	54	549
Lynch Imports Ltd. Chicago, Ill.	Richard V. Lynch Jr.	6	125	Porsche, Saab, VW	5000S	56.3	7.6	1,518	513	0	513
HBL Inc. Vienna, Va.	George C. Andreas	17	128	Mercedes, Porsche, Range Rover	5000S	52.8	9.2	248	481	24	505
Jack Daniels Motors Inc. Fairlawn, N.J.	John J. Daniels	16	51	Porsche	5000S	28.8	5.0	263	469	0	469
Plaza Motor Co. Crevecoeur, Mo.	F.A. Pandjiris	7	109	Mercedes, Sterling, Porsche, Range Rover	5000S	57.4	8.7	422	418	6	424
Jim Ellis Atlanta Inc. Atlanta, Ga.	James W. Ellis Jr.	18	82	Porsche, Lotus, Sterling	5000S	38.7	7.1	385	416	0	416
Bill Cook Imported Cars Inc. Farmington Hills, Mich.	W.G. Cook	6	49	Porsche	5000S	22.5	3.9	160	416	0	416
Rietzl Corp. Norwell, Mass.	Wolfgang M.G. Rietzl	18	43	Porsche	5000S	17.4	2.8	156	392	0	392
Auto Plaza Inc. Pittsburgh, Pa.	Charles E. Walker Jr.	N.A.	N.A.	N.A.	N.A.	25.0*	4.5*	N.A.	373	0	373
Prestige Imports Inc. Lakewood, Colo.	John W. Hitt, Norman Braman	15	77	Porsche, Sterling	5000 Quattro	27.4	5.4	430	337	36	373

*Estimate

continued →

DEALERS

(ALL DOLLAR FIGURES IN MILLIONS)	Principal or top official	Years in business	Employes	Other makes, same location	Best selling model	Total 1987 sales all franchises, depts. at location	Parts & service volume	Retail used units	Retail new units	1987 fleet sales	Total 1987 new units
BMW											
Weatherford BMW Emeryville, Calif.	Hideaki Yasukochi	1	70		325	$ 36.5	$ 4.4	213	918	0	918
Global Imports BMW Atlanta, Ga.	William M. Whitmire	26	78		325	35.4	6.7	60	877	0	877
Pacific BMW Glendale, Calif.	David L. Ho Jr.	6	75	Mitsubishi, Suzuki	325	32.3	5.4	196	760	84	844
Stevens Creek BMW Motorsport Santa Clara, Calif.	Don Lucas, Steve Schaper	13	85		325	36.7	5.8	340	836	0	836
Braman Motors Miami, Fla.	Norman Braman	18	79	Rolls Royce	325	41.1	6.4	143	836	0	836
Century Motor Sales Alhambra, Calif.	Leon Peskin	34	62		325	30.0	3.5	375	834	0	834
BMW Concord Concord, Calif.	Ralph Day	17	52		325	34.0*	4.0	223	620	201	821
Crevier BMW Santa Ana, Calif.	Robert Crevier	17	92		325	35.0	4.6	216	820	0	820
Saddleback BMW Irvine, Calif.	Klaus Lischer	15	70		325	34.4	2.4	586	812	0	812
Morristown BMW Morristown, N.J.	John Leiser	6	45		N.A.	32.5*	4.3*	N.A.	792	0	792
BUICK											
Reef Buick Inc. Fort Lauderdale, Fla.	Jack Kelley	22	109		LeSabre	89.7	6.3	761	1,200	4,382	5,582
Jim Lupient Buick Minneapolis, Minn.	Gary Lehman, Jim Lupient	N.A.	59		Century	60.3	3.3	539	694	3,761	4,455
Wilkins Buick-Isuzu Glen Burnie, Md.	Maury Wilkins	7	65	Isuzu	Century	70.0	3.0	300	469	3,973	4,442
Orange Buick-GMC Truck Co. Orlando, Fla.	Sonny King	14	107	GMC	Century	69.7	4.4	677	1,316	2,357	3,673
Loren Buick Glenview, Ill.	Irving N. Segal	30	75		LeSabre	35.6	4.3	368	1,008	2,605	3,613
Stillman Automotive Inc. Englewood, N.J.	Walter R. Stillman	16	120	Isuzu	Century	54.7	6.8	392	775	2,711	3,486
William Lehman Buick Miami, Fla.	William Lehman Jr.	18	140	Saab	N.A.	85.0*	4.5*	N.A.	634	2,670	3,304
Bauer Buick Co. Harvey, Ill.	Gordon Walker	5	100	Isuzu, Sterling	LeSabre	60.3	6.2	549	1,140	2,002	3,142
Larry Buick Inc. Long Island City, N.Y.	Lawrence Brostroff	10	30		Regal	43.0*	3.2*	N.A.	672	1,822	2,494
Grant Dean Buick Highland Park, Ill.	Albert Andrea	N.A.	N.A.	N.A.	N.A.	38.0*	3.1*	N.A.	627	1,810	2,437
CADILLAC											
Pelkowitz Motors Perth Amboy, N.J.	Regis P. McGuire	1	48	Buick	Sedan DeVille	312.5	3.3	83	163	13,429	13,592
Bayview Cadillac Fort Lauderdale, Fla.	Edward J. Morse	25	185		DeVille	155.3	9.0	1,360	1,933	3,345	5,278
Roger Penske Cadillac Downey, Calif.	William R. Piercey	10	180	Saab	DeVille	122.0	12.9	625	1,742	1,498	3,240
Martin Cadillac Co. Inc. Los Angeles, Calif.	Dana R. Martin	11	180	Sterling	DeVille	96.2	15.5	352	1,583	1,018	2,601
Arnold Palmer Cadillac Charlotte, N.C.	James O'Neal Jr.	N.A.	N.A.		N.A.	66.0*	3.0*	N.A.	857*	1,730*	2,587
Penske Auto Center *(Potamkin Cadillac)* New York, N.Y.	Walter Czarnecki		131	Chevrolet, Buick	N.A.	185.0*	14.0*	1,500*	1,800*	600*	2,400*
Rodger Meier Cadillac Co. Dallas, Texas	Rodger Meier	19	132	Sterling	DeVille	78.0	10.3	586	886	1,336	2,222
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson	14	52	Chevrolet, Olds, Pontiac, Buick	N.A.	227.9	2.2	161	27	1,555	1,582
Coral Cadillac Inc. Pompano Beach, Fla.	Norman E. Wiese	13	170		N.A.	72.5*	10.1*	N.A.	740*	710*	1,450*
Ram Motors Hailey, Idaho	B.F. Curry, Paul Ramlow	10	21	Buick, Olds, Pontiac, GMC	Seville	64.5	3.1*	100	2	1,200	1,202
CHEVROLET											
Ed Morse Chevrolet Lauderhill, Fla.	Edward J. Morse Jr.	8	185		Celebrity	256.1	10.4	1,094	2,226	22,837	25,063
Friendly Chevrolet Dallas, Texas	Mark A. Eddins	5	254		½-Ton P.U.	258.3	18.5	610	2,490	18,053	20,543

*Estimate

continued →

DEALERS

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The Chevrolet Collection Miami, Fla.	Joseph A. DeMaria, Marc W. Davis	2	197		Celebrity	$126.0	$ 9.6	1,343	1,574	18,251	19,825
Bill Wink Chevrolet Dearborn, Mich.	William J. Wink Jr.	33	85		Cavalier	199.3	4.3	453	1,361	15,618	16,979
Bob Brest Chevrolet Inc. Lynn, Mass.	Robert Brest	3	103		Nova	154.9	5.2	0	2,440	12,070	14,510
Z. Frank Chevrolet Chicago, Ill.	Jack Sayer	52	125		Cavalier	143.3	6.1	1,027	3,477	8,700	12,177
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson Olds, Buick	14	52	Pontiac, Cadillac,	N.A.	227.9	2.2	161	229	10,480	10,709
Bast Chevrolet Inc. Seaford, N.Y.	Charles W. Bast	38	92		Celebrity	125.2	4.6	577	1,859	8,422	10,281
Jim Johnson Chevrolet Inc. Richardson, Texas	Jim Johnson	4	250		Celebrity	170.4	11.0	5,161	7,748	1,569	9,317
Delorme Chevrolet Inc. Inglewood, Calif.	John K. de l'Orme	8	76		Camaro	88.6	4.7	280	841	7,990	8,831
CHRYSLER-PLYMOUTH											
Lake Forest Chrysler-Plymouth Gaithersburg, Md.	John Fitzgerald Jr.	N.A.	N.A.	Isuzu	N.A.	140.0*	4.5*	N.A	2,783*	12,000*	14,783
South Bay Chrysler-Plymouth Torrance, Calif.	James B. Clark	3	120	Jeep, Eagle	LeBaron J	234.3	15.1	744	1,015	8,580	9,595
Agency Chrysler-Plymouth West Salem, Ohio	Samuel Frankino	N.A.	N.A.	N.A.	N.A.	110.0*	4.5*	N.A.	1,990*	6,000*	7,990
Precision Chrysler-Plymouth Winter Haven, Fla.	Frank L. Morsani	17	38	Dodge	Reliant	100.0	1.3	662	380	7,380	7,760
Galeana Chrysler-Plymouth Fort Myers, Fla.	Frank Galeana	14	91	Peugeot	Voyager	102.5	3.8	1,168	1,434	6,134	7,568
Tate Chrysler-Plymouth Inc. Glen Burnie, Md.	Creston G. Tate	28	52		Reliant	20.2	2.8	351	1,194	4,546	5,740
Walser Chrysler-Plymouth Inc. Hopkins, Minn.	R.J. Walser	32	75	Lotus	Voyager	25.9	2.0	877	1,160	3,517	4,677
Hollywood Chrysler-Plymouth Hollywood, Fla.	Russ Everatt	1	80		Fifth Avenue	23.0	4.0	477	930	3,600	4,530
Bloomington Chrysler-Plymouth Bloomington, Minn.	Larry Reid	N.A.	N.A.	N.A.	N.A.	28.5*	3.5*	N.A.	1,500*	2,840*	4,340
Mid City Chrysler-Plymouth Arlington, Texas	T.M. Demarest Jr.	17	N.A.		Voyager	56.8	3.9	425	1,009	2,632	3,641
DODGE											
Lake Potter Dodge Inc. Winter Park, Fla.	Luther D. Potter	23	72		Caravan	135.2	2.4	770	845	8,494	9,339
Freeway Dodge Inc. Bloomington, Minn.	Thane Hawkins	23	53		Caravan	17.1	2.0	782	786	7,793	8,579
Tate Dodge Inc. Glen Burnie, Md.	Creston G. Tate	28	55		Aries	24.6	2.0	916	1,368	4,869	6,237
Colonial Dodge Kensington, Md.	John Fitzgerald Jr.	4	150	Alfa Romeo, Peugeot	N.A.	75.0*	4.0*	N.A.	1,541*	4,000*	5,541
Ed Morse Dodge Fort Lauderdale, Fla.	Rich Danahy	4	65		Shadow	62.7	1.5	266	676	4,556	5,232
Swift Dodge Sacramento, Calif.	Charles O. Swift	22	41	Jeep, Eagle, Rolls Royce	Caravan	68.2*	5.1	N.A.	2,928	1,794	4,722
Del Amo Dodge Torrance, Calif.	James B. Clark	9	90		Caravan	60.4	2.7	750	1,200	3,500	4,700
Warnock Dodge Livingston, N.J.	Don Warnock	12	210		Caravan	54.3	5.5	590	2,202	1,585	3,787
White Bear Dodge Inc. White Bear Lake, Minn.	Jerry Wing	2	65		Caravan	48.0	2.0	794	976	2,761	3,737
Dodgeland Inc. Springfield, N.J.	Donald Toresco	20	144	Yugo	Caravan	63.9	5.5	1,935	3,273	29	3,302
FORD											
Fairway Ford Latrobe, Pa.	James O'Neal Jr.	N.A.	N.A.		N.A.	260.0*	10.0*	N.A.	2,452*	17,000*	19,452
Jordan Ford Mishawaka, Ind.	Jordan Kapson	40	230	Toyota, Volvo	E150	227.1	2.9	1,910	2,324	15,255	17,579
Santa Monica Ford Santa Monica, Calif.	Bob Karlin, Wayne Harding	40	85		Taurus	144.6	4.9	212	2,381	10,421	12,802
Rice and Holman Ford, Mt. Laurel, N.J., Pennsauken, N.J.	Joseph P. Glowacki	64	212	Kenworth	Taurus	157.5	11.5	946	4,277	7,443	11,720

*Estimate

continued →

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McInerney Ford Orlando, Fla.	Hoot McInerney	25	141		Mustang	$177.7	$ 5.0	2,351	1,451	8,005	9,456
Al Piemonte Ford Inc. Melrose Park, Ill.	Alex Piemonte	24	130		Escort	105.7	2.8	1,573	2,786	5,474	8,260
Arnold Palmer Ford-LM Hilton Head Island, S.C.	James O'Neal Jr.	N.A.	N.A.	Peugeot, Lincoln, Mercury	N.A.	150.0*	8.5*	N.A.	800*	7,351	8,151
Ricart Ford Columbus, Ohio	Fred Ricart	15	421		Escort	130.2	5.2	3,503	7,530	243	7,773
Galpin Ford Sepulveda, Calif.	H.F. "Bert" Boeckmann	35	304	Suzuki	Escort	128.5	9.1	1,625	6,369	132	6,501
Dave Sinclair Ford Inc. St. Louis, Mo.	Dave Sinclair	22	138		Escort	84.4	6.4	1,794	6,190	153	6,343
HONDA											
Gardena Honda Automobiles Gardena, Calif.	Alfredo Sheng	9	140		Accord	76.6	7.2	486	5,691	0	5,691
Robertson Honda North Hollywood, Calif.	Jack Robertson	N.A.	N.A.	N.A.	N.A.	65.0*	4.0*	N.A.	4,400*	0	4,400*
Norm Reeves Honda of Cerritos Cerritos, Calif.	Donna L. Reeves	18	140		Accord	56.0	5.4	955	3,319	651	3,970
Penske Honda Downey, Calif.	George Lucas	2	53		Accord	34.3	3.3	349	2,017	718	2,735
Beaverton Honda Beaverton, Ore.	Robert Lanphere	N.A.	N.A.	N.A.	N.A.	33.5*	3.8*	N.A.	2,850*	0	2,850*
Rosenthal Honda Vienna, Va.	Robert Rosenthal	16	169		Accord	49.1	6.1	214	2,545	0	2,545
Pflueger Honda Honolulu, Hawaii	James Pflueger	19	117		Accord	38.5	1.8	1,576	2,278	0	2,278
Honda of Pasadena Pasadena, Calif.	Mary Mann	20	109		Accord	40.8	5.6	1,077	1,943	281	2,224
Honda of Lisle Lisle, Ill.	Horst Guenter Korallus	23	50		Accord	42.5*	4.3*	275	2,000	150	2,150
Mile High Honda Denver, Colo.	John W. Hitt, Norman Braman	3	84	Sterling	Accord	31.0	1.9	715	1,405	81	1,486
HYUNDAI											
Hyundai of Escondido Escondido, Calif.	Charles Ellinwood	6	90		GL	37.5	1.6	1,069	3,308	238	3,546
Galpin Hyundai Sepulveda, Calif.	H.F. "Bert" Boeckmann	35	58		GL	34.0	1.8	0	3,298	15*	3,313
Kim-Hankey Hyundai Los Angeles, Calif.	Richard Kim, Don Hankey	2	75		GL	29.3	2.0	80	3,225	0	3,225
Bill Watson Hyundai New Orleans, La.	William W. Watson Jr.	2	93		GL	30.6	1.5	32	3,158	0	3,158
Jimmy Bryan Hyundai Winter Park, Fla.	James B. Bryan III	2	85		Excel	31.3	2.2	949	2,660	0	2,660
Bay Ridge Hyundai Brooklyn, N.Y.	Carmelo Giuffre	N.A.	N.A.	N.A.	N.A.	31.0*	3.3*	N.A.	2,639	0	2,639
Courtesy Hyundai Tampa, Fla.	Jeffrey I. Wooley	3	86		Excel	28.9	4.5	960	2,599	0	2,599
Herb Chambers Hyundai Hartford, Conn.	Herbert G. Chambers	2	72		Excel	27.1	1.9	389	2,512	0	2,512
North Park Hyundai San Antonio, Texas	Clarence J. Kahlig III	8	48		GLS	22.9	2.2	193	2,429	35*	2,464
Tate Hyundai Claremont, Calif.	Jack Head	N.A.	N.A.	N.A.	N.A.	21.0*	2.3*	N.A.	2,462	0	2,462
ISUZU											
King Motor Co. Fort Lauderdale, Fla.	W. Clay King	50	300	Olds, GMC, Suzuki, Citroen,	I-Mark	79.1	11.7	1,566	1,377	37	1,414
Checkered Flag Isuzu Virginia Beach, Va.	Edward B. Snyder	23	76	Toyota	P'up	29.7	3.5	409	1,079	116	1,195
Dave McIntire Isuzu Center Indianapolis, Ind.	David C. McIntire	25	193	Chevrolet	P'up	63.1	6.8	2,655	1,123	53	1,176
Isuzu of Hillside Inc. Hillside, N.J.	Evangeline Marianino	5	48		Trooper	22.1	0.8	131	1,064	0	1,064
Fountain Motor Co. Orlando, Fla.	Terry Ruppenthal	N.A.	150	Olds, GMC, Mitsubishi	I-Mark	63.6	4.5	399	305	619	924
Sutherlin Isuzu Jacksonville, Fla.	Pete Kirill	7	30		P'up	16.8	1.3	836	654	243	897

*Estimate

continued →

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Rountree Isuzu Shreveport, La.	Frank M. Stinson	7	60	Olds, Mitsubishi, Yugo	I-Mark	$ 69.2	$ 6.7	2,576	735	88	823
Marietta Isuzu Inc. Marietta, Ga.	Larry W. Martin	3	25		P'up	12.5	0.5	410	810	0	810
Atlantic Isuzu West Islip, N.Y.	John Staiuppi	10	N.A.	N.A.	N.A.	16.5*	3.0*	N.A.	727	0	727
Parkway Isuzu Inc. Chesapeake, Va.	Thomas M. Gibbs Jr.	8	140	Pontiac, Volvo, Hyundai, Suzuki	Trooper	38.9	13.4	581	705	5	710
JAGUAR											
Hempstead Auto Co. Hempstead, N.Y.	Hugh J. Weidinger Jr.	50	70		XJ6	47.0	6.0	130	904	0	904
Rallye Motors Inc. Paramus, N.J.	Manny Sicari	28	55		N.A.	32.5*	5.5*	N.A.	790*	0	790*
Hornburg Jaguar Inc. Los Angeles, Calif.	William Gauy	40	82	Range Rover	XJ6	50.5	7.7	36	755	11	766
Cherry Hill Classic Cars Inc. Cherry Hill, N.J.	Thomas J. Hessert Jr.	9	65	Saab	XJ6	29.5	1.7	88	442	0	442
Jaguar of Darien Darien, Conn.	Frank A. Miller	32	60	Range Rover, Volkswagen	XJ6	35.2	4.7	46	405	36	441
Overseas Motors of Dallas Dallas, Texas	Mike Fisher	30	57	Rolls Royce	XJ6	28.5	4.3	228	438	0	438
Bauer Jaguar Anaheim, Calif.	Ron Booz	N.A.	N.A.	N.A.	N.A.	25.0*	2.7*	N.A.	400*	0	400*
Sovereign Jaguar Hicksville, N.Y.	Alan Feldman	23	N.A.		XJ6	21.3	3.5	47	385	0	385
Sportique Motors Ltd. Huntington, N.Y.	Eliot H. Brown	20	42	Peugeot	XJ6	23.1	3.6	51	373	0	373
Main Auto Sales Inc. Madison, N.J.	Saul Ring, Carl Carambio	33	45	Chrysler, Plymouth	XJ6	23.4	2.8	153	359	0	359
JEEP-EAGLE (AMC)											
Jasper Jeep Sales Jasper, Ga.	Michael W. Lowe	12	40		Cherokee	45.3	2.0	642	1,865	991	2,856
Manhattan Jeep-Eagle New York, N.Y.	John Monninger	5	56		Cherokee	33.7	2.9	78	1,559	215	1,774
Buerge Jeep-Eagle West Los Angeles, Calif.	John R. Buerge	42	65		Cherokee	33.7	2.6	300	1,261	418	1,679
Pete Ellis Jeep-Eagle South Gate, Calif.	Pete Ellis	19	120	Dodge	Cherokee	68.4	4.9	604	1,660	0	1,660
Huntington Jeep-Eagle Huntington Beach, Calif.	Gary C. Gray	8	81		Cherokee	27.5	2.5	502	1,275	0	1,275
Broadway Jeep-Eagle Denver, Colo.	Gerald S. Morris	11	85		Cherokee	29.6	2.9	1,050	995	258	1,253
Back Bay Jeep-Eagle Boston, Mass.	Jay Adams	22	72		Cherokee	36.3	5.3	623	1,067	120	1,187
The Jeep-Eagle Collection Miami, Fla.	Tom Butler	3	100		Cherokee	30.8	2.5	1,140	1,143	44	1,187
Royal Jeep-Eagle Fern Park, Fla.	Ray Tatum	14	77		Cherokee	25.9	2.1	563	1,125	0	1,125
Orange Coast Jeep-Eagle Costa Mesa, Calif.	Gary C. Gray	8	73		Cherokee	26.0	3.0	408	1,080	0	1,080
LINCOLN-MERCURY											
Arnold Palmer Ford-LM Hilton Head Island, S.C.	James O'Neal Jr.	N.A.	N.A.	Ford, Peugeot	N.A.	150.0*	8.5*	N.A.	1,527*	11,000	12,527*
Libertyville Lincoln-Mercury Libertyville, Ill.	Julius Marks	16	90		Cougar	211.7	3.1	816	1,820	10,400	12,220
Central Florida Motors Co. Orlando, Fla.	Bob Borst, David McAbee	27	89	Merkur	Grand Marquis	131.5	3.2	615	1,213	5,361	6,574
Elmhurst Lincoln-Mercury Inc. Elmhurst, Ill.	David G. Mears	76	70	Merkur	Sable	73.0	2.4	454	864	3,569	4,433
Tasca Lincoln-Mercury Seekonk, Mass.	Robert F. Tasca	17	102		Sable	69.1	4.3	863	3,517	0	3,517
Northgate Lincoln-Mercury Tampa, Fla.	Jack Parks	14	148		Cougar	76.1	4.5	824	2,184	1,263	3,447
Pompano Lincoln-Mercury Pompano Beach, Fla.	Joseph Chiavaroli	14	122		Grand Marquis	77.9	5.9	884	2,045	1,214	3,259
Stu Evans Lincoln-Mercury Inc. Garden City, Mich.	Stewart Evans, John Evans	43	114		Grand Marquis	66.4	6.3	1,991	3,077	0	3,077

*Estimate

continued →

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North Park Lincoln-Mercury Inc. San Antonio, Texas	Clarence J. Kahlig II	15	131	Merkur	Grand Marquis	$ 72.0	$ 6.8	1,112	2,833	194	3,027
Carlisle Lincoln-Mercury-Merkur Clearwater, Fla.	Dan Carlisle, Steve Carlisle	32	203		Grand Marquis	83.8	7.4	1,309	2,886	45	2,931
MASERATI											
Mark LaPrade Inc. St. Petersburg, Fla.	Mark LaPrade	3	24	Lotus	BiTurbo Coupe	13.0	1.0	475	92	0	92
Wilshire Maserati Beverly Hills, Calif.	Murray Marks	6	9	Lotus, Lamborghini	Spyder	3.5	1.3	30	60	0	60
Suburban Motersport Hatfield, Pa.	Gary Cohen	15	48	Subaru, Peugeot	BiTurbo Coupe	12.3	1.2	162	42	0	42
Alfredo's Foreign Cars Inc. Larchmont, N.Y.	Alfredo Gulla	24	16	Alfa Romeo	BiTurbo	3.0	1.0	200	55	4	59
Beach Imports Newport Beach, Calif.	James H. Parkinson	34	64	Alfa Romeo, Daihatsu, Saab, Iveco, Peugeot	BiTurbo Spyder	20.0	1.5	503	39	0	39
Spiers Imports Houston, Texas	David Spiers, Michael Spiers	12	32	Lamborghini	BiTurbo Spyder	8.9	0.6	420	39	0	39
Maserati Automobiles Inc. Baltimore, Md.	Donald Morrissey	13	5	N.A.	N.A.	1.4*	0.2*		30	0	30
Grand Touring Motorcars Inc. Englewood, N.J.	Anthony Altomare	2	8		BiTurbo Coupe	4.0	0.4	113	30	0	30
Miller Motorcars Inc. Greenwich, Conn.	Richard Koppelman	10	35	Aston Martin, Lotus	Spyder	12.0	4.0	250	30	0	30
Continental Classic Motors Hinsdale, Ill.	John F. Weinberger	25	16	Ferrari, Rolls Royce	BiTurbo Coupe	8.3	1.2	67	26	0	26
MAZDA											
Ted Britt Mazda Fairfax, Va.	Ted Britt	N.A.	N.A.	N.A.	N.A.	42.0*	3.8*	N.A	2,284	0	2,284
Don Darr Mazda St. Louis, Mo.	Don Darr	N.A.	N.A.	N.A.	N.A.	40.5*	4.5*	N.A	2,231	0	2,231
Oak Tree Mazda San Jose, Calif.	Enide Allison, David Allison	17	87		B2200	34.8	4.6	290	2,139	85	2,224
Maple Shade Mazda Maple Shade, N.J.	Bob Dimmerman	15	75		323	31.0*	3.1*	N.A.	2,099	0	2,099
Puente Hills Mazda City of Industry, Calif.	F.E. Hitchcock, Harry Mehterian	5	79		Trucks	32.8	2.9	585	1,903	181	2,084
Gunther Mazda Fort Lauderdale, Fla.	Joe Gunther	14	138	VW	626	29.1	5.7	1,002	1,868	0	1,868
Freeman Olds-Mazda Irving, Texas	J.W. Freeman	30	171	Hyundai, Olds, Daihatsu	Trucks	60.8	12.1	474	1,705	30	1,735
Frank Bommarito Mazda Ellisville, Mo.	Frank Bommarito	N.A.	N.A.	N.A.	N.A.	42.0*	4.5*	N.A	1,678	0	1,678
128 Mazda Wakefield, Mass.	Thomas McManus Sr.	16	60	Olds, Isuzu	626	41.0	5.0	900	1,640	0	1,640
Rosenthal Mazda Arlington, Va.	Bob Rosenthal	N.A.	N.A.		N.A.	40.0*	3.5*	N.A.	1,619	0	1,619
MERCEDES-BENZ											
House of Imports Buena Park, Calif.	M.B. O'Donoghue	25	160		420 SEL	104.7	12.7	781	1,499	0	1,499
Ray Catena Motor Car Corp. Edison, N.J.	Raymond Catena	7	81		300E	83.9	6.8	156	1,411	0	1,411
Rallye Motors Inc. Roslyn, N.Y.	George K. Moss, Peter G. Terian	29	130	Rolls Royce, BMW	420 SEL	85.0	10.0	150	1,374	0	1,374
Downtown L.A. Motors Los Angeles, Calif.	Nickolas N. Shammas	40	143		420 SEL	77.4	8.2	703	1,353	0	1,353
Jim Slemons Imports Inc. Newport Beach, Calif.	Jim Slemons	30	216		420 SEL	96.7	20.9	1,029	1,261	0	1,261
Mercedes-Benz Manhattan New York, N.Y.	John Wolf	34	N.A.		N.A.	90.0*	10.0*	N.A.	1,100*	0	1,100*
Park Place Motorcars Dallas, Texas	Kenneth Schnitzer Jr.	1	115		300E	65.9	9.6	257	944	0	944
RBM of Atlanta Atlanta, Ga.	John Ellis	26	137		300E	85.0*	10.0*	250	911	0	911
Euro Motorcars Bethesda Inc. Bethesda, Md.	Michael J. Jackson	10	106	—	300E	62.7	7.9	247	907	0	907
Prestige Motors Inc. Paramus, N.J.	Joseph T. Dockery	20	97	Range Rover	N.A.	63.5	7.5	216	851	0	851

*Estimate

continued →

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MITSUBISHI											
Century Mitsubishi Warwick, R.I.	Kenneth L. Hagen, Richard T. Hauke	20	40		Mirage	$ 62.0*	$ 4.5*	N.A.	1,829	3,000	4,829
West Covina Mitsubishi West Covina, Calif.	Tarek Alhassen	3	100		Mighty Max	80.0	3.5*	1,300	4,500	200	4,700
Alhambra Mitsubishi Alhambra, Calif.	Andy Chang	2	77		Mighty Max	37.7	2.3	1,010	1,981	697	2,678
Michael Mitsubishi Fresno, Calif.	Michael L. Rosvold	2	210	Cadillac, VW, Porsche, Audi	2wd Pickup	61.4	9.1	1,359	2,391	58	2,449
Arrow Mitsubishi Little Falls, N.J.	Carmen DeMaio	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	2,157	0	2,157
Ramsey Mitsubishi Ramsey, N.J.	Raymond Van Duren	2	38		Montero	21.2	1.4	480	2,021	0	2,021
Jersey City Mitsubishi Jersey City, N.J.	Samuel X. DiFeo	4	34		Precis	21.8	3.0	250	1,558	176	1,734
Crabtree-Buss Mitsubishi Shelton, Conn.	David Shafman	1	60		Mirage	21.2	1.6	299	1,593	0	1,593
Potamkin Mitsubishi N. Plainfield, N.J.	Robert Potamkin	N.A.	N.A.		N.A.	24.5*	3.3*	N.A.	1,593	0	1,593
Wantagh Mitsubishi Wantagh, N.Y.	Robert Hassett, Charles W. Bast	7	40		Galant	23.4	3.3	286	1,549	0	1,549
NISSAN											
ABC Nissan Phoenix, Ariz.	Larry Van Tuyl	13	260		Sentra	91.8	10.2	2,744	4,188	735	4,923
Nissan of Downey Downey, Calif.	Carmen Koosa	5	117		Sentra	66.2	4.9	784	3,188	1,428	4,616
Autoplaza Nissan Inc. Westbury, N.Y.	Tony Panebianco, John Branham	30	126		Sentra	56.0	6.0	639	4,077	0	4,077
Harbor Nissan Inc. Harbor City, Calif.	Don Graves	17	61		Sentra	42.0*	3.5*	743	3,613	397	4,010
Rosenthal Nissan Vienna, Va.	Bob Rosenthal	N.A.	N.A.	N.A.	N.A.	36.0*	3.5*	N.A.	3,488	15	3,503
Burnsville Nissan Inc. Burnsville, Minn.	Denny Hecker	17	50		Sentra	38.9	1.6	820	775	2,668	3,443
Moon Nissan Cerritos, Calif.	Robert B. Stephens III	21	171		Sentra	54.4	7.9	821	3,001	157	3,158
West Covina Nissan West Covina, Calif.	Orval Paul, Tim Valles	4	106		Trucks	46.1	5.1	707	2,966	0	2,966
Terrance Nissan Torrance, Calif.	William J. Adkins	25	100		Sentra	49.5	3.9	946	2,405	544	2,949
Performance Nissan San Diego, Calif.	Jim Blanton	N.A.	N.A.	N.A.	N.A.	37.5*	3.3*	N.A.	2,735	202	2,937
OLDSMOBILE											
Anderson Oldsmobile Inc. Baltimore, Md.	William R. Mortimer	18	112	Sterling	Cutlass Ciera	118.0*	3.8	471	1,756	4,709	6,465
Larry Faul Oldsmobile-GMC Schaumburg, Ill.	Frederick J. Frazier	40	131	GMC	Cutlass Ciera	93.2	7.8	477	1,135	4,983	6,118
Jim Lupient Oldsmobile Minneapolis, Minn.	Jim Lupient	19	284	Sterling	Cutlass Ciera	115.0	16.5	1,092	2,107	3,819	5,926
Z. Frank Oldsmobile Des Plaines, Ill.	Jack Sayer	4	95		Cutlass Ciera	68.7	4.8	640	1,450	3,560	5,010
King Motor Co. Fort Lauderdale, Fla.	W. Clay King	50	262	GMC, Isuzu, Suzuki	Cutlass Ciera	122.0	11.7	1,566	2,155	2,002	4,157
Henry Faulkner Inc. Philadelphia, Pa.	Henry Faulkner Jr., Joseph Faulkner	31	200		Cutlass Ciera	59.6	10.8	674	2,227	1,814	4,041
Wally McCarthy's Oldsmobile Minneapolis, Minn.	Wally McCarthy	30	145		Cutlass Ciera	60.1	6.6	2,423	2,247	1,422	3,669
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson	14	52	Chevrolet, Cadillac, Pontiac, Buick	N.A.	227.9	2.2	161	66	2,879	2,945
Mossy Oldsmobile Inc. Houston, Texas	Wiley L. Mossy Jr.	30	165		Cutlass Ciera	60.2	12.1	1,045	2,183	713	2,896
Arnold Palmer Motors Latrobe, Pa.	James O'Neal Jr.	6	40	Cadillac, Pontiac, Buick	N.A.	132.0*	4.0*	N.A.	525*	2,250*	2,775*
PEUGEOT											
Exotic Motors Inc. Bellevue, Wash.	Nick P. Diafos, Stauros G. Michelakis	9	30	Alfa Romeo, Isuzu, Bertone	505 Turbo	11.5	1.7	251	225	0	225
Peugeot of Westfield Westfield, N.J.	Joseph Gayer	2	22		505 Turbo	6.1	1.1	124	180	0	180

*Estimate

continued →

DEALERS

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Autos Vega Inc. San Juan, Puerto Rico	Ramon Vega Perez	48	80	Ford, Lincoln, Mercury	505	$ 30.9	$ 1.7	706	175	0	178
Maplewood Peugeot Maplewood, N.J.	Alan Castroll	7	18		505 STX	6.0	1.5	100	175	0	175
Tenafly Peugeot Tenafly, N.J.	Robert Engel	19	13		505 Turbo	4.0	1.3	40	120	33	153
Fred's Foreign Cars Service Philadelphia, Pa.	David Fellner	18	18		Station Wagon	4.5	1.1	67	127	0	127
Foreign Motors West Natick, Mass.	Thomas R. Mix	28	115	Rolls Royce, Mercedes, Range Rover, BMW	505 STi	50.3	9.5	893	110	0	110
Clair Peugeot West Roxbury, Mass.	James E. Clair	N.A.	N.A.		N.A.	3.5*	1.1*	N.A.	109	0	109
Doran Chevrolet-Peugeot Inc. Dallas, Texas	Ed Doran	8	164	Chevrolet	505	36.9	10.8	444	107	0	107
Liccardi Motors Inc. Green Brook, N.J.	Clemente J. Liccardi	34	87	Chrysler, Plymouth	505 GLS	42.8	1.7	1,081	98	0	98
PONTIAC											
Stephen World of Wheels Bristol, Conn.	Stephen Barberino Sr., Stephen Barberino Jr.	30	300	Jaguar, Nissan, GMC, Cadillac, Toyota, Suzuki, Ford	Grand Am	236.4	10.9	2,320	509	12,117	12,626
JM Pontiac Hollywood, Fla.	John McNally	20	191		Grand Am	126.3	8.7	2,796	2,562	6,273	8,835
Penn Pontiac Inc. Baltimore, Md.	Stanley Z. Penn	18	58		Grand Am	24.8	3.2	184	928	7,808	8,736
Patrick Pontiac-GMC Libertyville, Ill.	Hanley Dawson III	2	100	GMC	Grand Am	65.0*	4.0*	900	1,000	3,600*	4,600*
Faulkner Pontiac-GMC Inc. Trevose, Pa.	Henry Faulkner III	14	175	GMC	Grand Am	70.3	9.4	813	2,327	1,774	4,101
Prospect Motors Inc. Jackson, Calif.	Bill Halvorson	14	52	Chevrolet, Cadillac, Olds, Buick	Grand Am	227.9	2.2	161	63	3,972	4,035
Jim Fresard Pontiac Royal Oak, Mich.	Jim Fresard	17	100		Grand Am	52.0	5.0	1,200	3,000	670	3,670
Grosinger Pontiac-GMC Skokie, Ill.	Gary Grosinger	65	70	GMC	Grand Am	30.0*	2.5*	660	1,500	2,000	3,500
Arnold Palmer Motors Latrobe, Pa.	James O'Neal Jr.	6	40	Cadillac, Olds, Buick	N.A.	132.0*	4.0*	N.A.	300*	2,575*	2,875
Ridge Motors Inc. Des Plaines, Ill.	Edward Mize	25	89		Grand Am	38.1	3.3	358	1,015	1,536	2,551
PORSCHE											
Forest Lane Porsche-Audi Dallas, Texas	Kirk Franceschini	9	85	Alfa Romeo, Audi	944	36.9	7.7	275	365	0	365
Semersky Enterprises Inc. Highland Park, Ill.	Ernie Semersky, Bruce Semersky	12	82		944	55.5	8.1	160	280	0	280
The Porsche Collection Miami, Fla.	Joseph DeMaria	31	N.A.	Audi	N.A.	20.0*	3.0*	N.A.	279	0	279
Braman European Imports Inc. North Miami, Fla.	Norman Braman	16	56	Audi, Sterling	911	27.8	4.7	340	267	0	267
Lynch Imports Ltd. Chicago, Ill.	Richard V. Lynch Jr.	6	125	Audi, Saab, VW	944	56.3	7.6	1,518	261	0	261
Jack Daniels Motors Inc. Fairlawn, N.J.	John J. Daniels	16	51	Audi	944	28.8	5.0	263	257	0	257
Schneider & Nelson Inc. Longbranch, N.J.	Philip C. Schneider, R. Jerry Nelson	11	40	Audi, Sterling, Range Rover	911	23.9	3.4	194	252	0	252
Jim Ellis Atlanta Inc. Atlanta, Ga.	James W. Ellis Jr.	18	82	Audi, Sterling, Lotus	944	38.7	7.1	385	248	0	248
Brumos Atlanta Porsche-Audi Smyrna, Ga.	Deborah Gregg	7	75	Audi	944	27.0	6.0	283	229	0	229
Paul Miller Inc. Parsippany, N.J.	Paul T. Miller II	12	75	Audi, Range Rover	944	28.8	5.6	221	229	0	229
RANGE ROVER											
MBL Inc. Vienna, Va.	George C. Andreas	17	128	Mercedes, Porsche, Audi		52.8	9.2	248	118	0	118
Volvoville USA Inc. Massapequa, N.Y.	Michael Lazarus, Bryan Lazarus	24	104	Volvo		48.9	7.1	450	115	0	115
Foreign Motors West Inc. Natick, Mass.	Thomas R. Mix	28	115	Rolls Royce, BMW, Mercedes, Peugeot		50.3	9.5	893	115	0	115
Range Rover of Darien Darien, Conn.	Frank A. Miller	32	60	Jaguar, VW		35.2	4.7	48	101	0	101

*Estimate

continued →

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Prestige Motors Inc. Paramus, N.J.	Joseph T. Dockery	20	97	Mercedes		$ 63.5	$ 7.5	216	86	0	86
Autohaus Tischer Inc. Laurel, Md.	Christian Von Berg	17	80	VW, Saab, Honda		35.0	3.0	320	75	0	75
Palm Beach Motor Cars Ltd. W. Palm Beach, Fla.	Robert Simpson	37	71	Jaguar, Saab, Aston Martin		40.0	7.5	180	75	0	75
Warren Henry Motors Inc. Miami, Fla.	Warren Henry Zinn	12	45	Jaguar		12.0*	1.5*	N.A.	71	0	71
Zumbach Sports Cars Ltd. New York, N.Y.	Werner G. Maeder Jr.	15	65	Alfa Romeo, Saab, Peugeot		19.8	4.1	100	62	0	62
Hennessy Cadillac-Jaguar Atlanta, Ga.	Robert D. Hennessey	3	95	Cadillac, Jaguar		25.0*	3.0*	400	60	0	60
ROLLS-ROYCE											
Carriage House Motor Car, New York, N.Y., Greenwich, Conn.	Michael Schudroff	4	N.A.		N.A.	24.5*	2.2*		186	0	186
Gregg Motors Rolls Royce Beverly Hills, Calif.	Howard Schneider	N.A.	N.A.	N.A.	N.A.	20.0*	2.5*	N.A.	115*	0	115*
Terry York Motor Cars Ltd. Encino, Calif.	Terry York	19	68	Range Rover, Jaguar	Silver Spur	28.5*	3.5*	70	85	0	85
Newport Beach Auto Center Newport Beach, Calif.	Steve Bren	27	130	Porsche, Audi, Chevrolet	N.A.	23.0*	2.8*	N.A.	80*	0	80*
Lauderdale Imports Fort Lauderdale, Fla.	Larry K. Oden	2	13		N.A.	11.5	0.9	50	52	0	52
Braman Motor Cars W. Palm Beach, Fla.	Richard Hellawell, Norman Braman	3	85	Sterling, BMW, Maserati	N.A.	31.0*	4.5*	N.A.	45*	0	45
F.C. Kerbeck & Sons Palmyra, N.J.	Frank R. Kerbeck	20	95	Saab	N.A.	18.0*	2.2*	N.A.	40*	0	40*
Rusnak/Pasadena Pasadena, Calif.	Paul Rusnak	28	95	Porsche, Audi, Jaguar, Sterling	Silver Spur	28.0*	2.5*	20	35	0	35
Steve Foley Cadillac Inc. Northbrook, Ill.	Steve Foley	44	13	Cadillac, Bentley	Silver Spur	39.5	5.7	273	35	0	35
Rallye Motors Inc. Roslyn, N.Y.	George K. Moss, Peter G. Terian	25	130	Mercedes, BMW	Silver Spur	85.0	10.0	150	34	0	34
SAAB											
Ramsey Saab Ramsey, N.J.	Raymond VanDuren	9	40		9000 Turbo	19.4	2.3	82	752	0	752
Zumbach Sports Cars Ltd. New York, N.Y.	Werner G. Maeder Jr.	15	65	Alfa Romeo, Peugeot, Range Rover	9000 Turbo	19.8	4.1	100	529	0	529
Stohlman Saab Alexandria, Va.	Edwin L. Stohlman III		157	Nissan	N.A.	55.4	2.4	838	421	63	484
Saab of Westport Westport, Conn.	Ralph Frascatore	3	36		900 Turbo	15.8	2.1	166	472	0	472
Wigmes Inc. North Providence, R.I.	William H. Gregson Jr., Thomas J. Casey	42	36		900S	11.2	1.7	73	455	0	455
Mark Singleton Saab Smyrna, Ga.	Mark Singleton	4	42		900S	12.9	2.0	188	439	0	439
Hanley Dawson Toyota-Saab Chicago, Ill.	Hanley Dawson Jr.	6	N.A.	Chrysler, Plymouth, Toyota	N.A.	12.0*	2.0*	N.A.	394	0	394
Saab Atlanta Roswell, Ga.	Douglas Klee	1	45		900S	13.9	2.0	262	392	0	392
Charles River Saab Watertown, Mass.	Felix Bosshard	32	50		900S	12.0	4.0	275	375	0	375
Patrick Motors Worcester, Mass.	James Patrick	17	58	Subaru	900S	17.8	1.1	216	374	0	374
STERLING											
Lou Ehlers Cadillac-Sterling Los Angeles, Calif.	L.W. Ehlers	41	126	Cadillac	825S	42.2	10.3	234	185	74	259
Martin Cadillac-Sterling Los Angeles, Calif.	Dana R. Martin	27	200	Cadillac	825SL	110.0*	15.0*	0	221	0	221
Motorwerks of Barrington Barrington, Ill.	Paul Tamraz	15	180	Mercedes, BMW, Lotus, Porsche, Suzuki, Cadillac	825SL	35.0*	6.0*	400	215	0	215
Don Massey Cadillac-Sterling Plymouth, Mich.	Don Massey	30	150	Cadillac, Rolls Royce	N.A.	80.0*	6.0*	N.A.	170	0	170
Douglas Sterling Corp. Summit, N.J.	Peter T. Liebman	23	58	VW	825SL	30.7	3.7	70	167	0	167
Braman Motor Cars W. Palm Beach, Fla.	Richard Hellawell, Norman Braman	3	85	BMW, Maserati, Rolls Royce	825SL	31.0*	4.5*	N.A.	160	0	160

*Estimate

continued →

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Meier Cadillac-Sterling Dallas, Texas	Todd Meier	19	132	Cadillac	825SL	$ 78.0	$10.5	685	158	0	158
Jim Ellis Atlanta Inc. Atlanta, Ga.	James W. Ellis Jr.	18	80	Porsche, Audi, Lotus	825SL	38.7	7.1	385	151	0	151
Sewell Village Cadillac-Sterling Dallas, Texas	Carl Sewell	77	250	Cadillac	N.A.	98.0*	20.0*	N.A.	142	0	142
Coral Sterling Pompano Beach, Fla.	Norman E. Wiese	35	3		825SL	3.9	0.2	N.A.	136	0	136
SUBARU											
Ken Sanders Subaru Morrow, Ga.	Ken Sanders	N.A.	N.A.	N.A.	N.A.	26.5*	3.2*	N.A.	261	2,375	2,636
Browning Olds-Subaru Cerritos, Calif.	Kent Browning	15	150	Olds	GL Wagon	66.1	10.9	1,059	1,050	296	1,346
Heritage Olds-Subaru Plano, Texas	Bob Guenther	3	225	Olds, Bertone	GL Wagon	72.0	8.5	900	720	580	1,300
Burt Subaru Englewood, Colo.	A.J. Guanella Jr., Lloyd Chavez	16	87		4wd Wagon	25.4	4.3	1,325	1,197	86	1,283
Blackstone Subaru Seekonk, Mass.	Al Dosanjos	9	80		GL Wagon	14.5	4.4	425	935	0	935
Norwood Subaru Inc. Norwood, Mass.	Edmund H. Gendreau	15	38		4wd Wagon	14.4	1.9	102	930	0	930
Manhattan Subaru Rockville, Md.	Joseph Herson	42	41		4wd Wagon	13.7	1.3	156	890	0	890
Continental Motors Anchorage, Alaska	Peter Adolph, Bahne Martensen	17	63	Volvo, Mazda	GL Wagon	21.5	3.8	684	826	22	848
Goldstein Motors Inc. Colonie, N.Y.	Clifford D. Coddington	14	50		4wd Wagon	15.7	2.0	393	835	0	835
Stohlman VW and Subaru Vienna, Va.	Richard H. Stohlman	18	102	VW, Excalibur	4wd Wagon	29.7	5.3	289	791	0	791
SUZUKI											
Red Bird Suzuki Duncanville, Texas	Tony Gullo, Ted Heas	8	100	Nissan, Jeep, Eagle		23.8*	4.4	895	1,075	100	1,175
Totem Lake Suzuki Kirkland, Wash.	Bill Wright	25	100	Ford, Toyota		53.8	1.0	1,091	1,011	68	1,079
Stillman Suzuki Englewood, N.J.	Walter R. Stillman	80	12			11.3	0.9	0	1,010	0	1,010
Superior Suzuki Tampa, Fla.	Jeffrey I. Wooley	13	21			10.6	1.1	0	952	39	991
Vista Suzuki Woodland Hills, Calif.	Steve Shuken	14	175	Ford, Isuzu		68.7	7.0	938	968	0	968
Century Suzuki Inc. Wallingford, Conn.	Michael Ferranti	1	17			11.3	0.5	199	952	0	952
Worthington Suzuki Huntington Beach, Calif.	Cal Worthington	37	100	Dodge		38.5	4.0	801	940	0	940
Earnhardt Suzuki Tempe, Ariz.	Hal J. Earnhardt III	N.A.	25			13.1	1.2	408	924	0	924
Bob Ciasulli Suzuki Little Falls, N.J.	Robert Ciasulli	18	22			9.5*	0.8*	0	901	0	901
Martin Suzuki Ardmore, Pa.	Martin Lustgarten	12	16			8.3	0.7	50	860	0	860
TOYOTA											
Longo Toyota El Monte, Calif.	John Clark	3	261		Camry	224.9	14.9	2,185	12,744	6,708	19,452
Kendall Toyota Miami, Fla.	Gerald F. Bean	N.A.	N.A.		N.A.	130.0*	10.0*	N.A.	4,000*	8,511*	12,511
Gateway Toyota Toms River, N.J.	Kenneth L. Hagen	15	175		Camry	150.1	4.7	993	11,198	901	12,099
Covington Pike Toyota Inc. Memphis, Tenn.	John A. Reddell	5	229		2wd Truck	130.8	5.6	1,505	9,304	0	9,304
Toyota of Orange Orange, Calif.	David W. Wilson	5	123		Camry	92.1	6.9	1,779	5,646	638	6,284
Toyota of Hollywood Hollywood, Fla.	Craig Zinn	8	193		Corolla	100.7	6.8	1,874	5,702	3	5,705
Elmore Toyota Westminster, Calif.	Lester P. Elmore	25	100		Camry	76.9	4.4	1,863	5,066	0	5,066
Sterling McCall Toyota Houston, Texas	Sterling B. McCall Jr.	19	120		Camry	71.9	7.0	1,097	2,288	2,505	4,793

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continued →

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Toyota of Cerritos Cerritos, Calif.	Lewis M. Webb	12	140		Camry	$ 93.7	$10.2	1,512	4,394	312	4,706
Toyota of Garden Grove Garden Grove, Calif.	Jan Goodrow	6	125		Corolla	78.3	6.9	2,399	3,622	1,630	5,252
VOLKSWAGEN											
Tynan Volkswagen Inc. Aurora, Colo.	Ed Tynan	25	40	Isuzu	Jetta	24.2	2.3	847	447	1,200	1,647
Jim Ellis Volkswagen Inc. Atlanta, Ga.	James W. Ellis Jr.	18	85		Jetta	31.9	6.1	742	1,523	0	1,523
South County Motors Huntington Beach, Calif.	Daniel J. McKenna	5	80	Isuzu	Jetta	28.9	3.8	1,083	1,341	0	1,341
Ganley Inc. Cleveland, Ohio	Tom Ganley	17	48	Mazda	Jetta	26.3	2.0	1,568	188	979	1,167
Volkswagen Santa Monica Inc. Santa Monica, Calif.	W. H. Sullivan		120	Hyundai	Jetta	36.1	7.6	267	1,134	0	1,134
Douglas Motors Corp. Summit, N.J.	Peter T. Liebman	23	58	Sterling	Jetta	30.7	3.7	70	1,041	0	1,041
DiFeo Volkswagen Inc. Jersey City, N.J.	Joseph C. DiFeo	6	37		Jetta	14.2	1.5	28	1,004	0	1,004
Stohlman VW and Subaru Vienna, Va.	Richard H. Stohlman	18	102	Subaru, Excalibur	Jetta	20.7	5.3	289	969	0	969
Volkswagen of Downtown L.A. Los Angeles, Calif.	Nickolas N. Shammas	40	49		Jetta	14.3	2.6	187	965	0	965
Sonnen Motors (Leon Felton Co.) San Rafael, Calif.	Peter Sonnen	25	40	Audi	Jetta	15.0	2.3	176	480	442	922
VOLVO											
Dyer & Dyer Inc. Chamblee, Ga.	Richard S. Dyer Jr.	9	180	Yugo	DL Sedan	87.4	11.1	2,441	1,861	0	1,861
Volvoville USA Inc. Massapequa, N.Y.	Michael Lazarus, Bryan Lazarus	24	104	Range Rover	740 GLE	48.9	7.1	450	1,500	47	1,547
Warren Henry Volvo Inc. Miami, Fla.	Warren Henry Zinn	12	217		DL Sedan	44.3	7.1	781	1,218	0	1,218
The Volvo Collection Miami, Fla.	Joseph A. DeMaria	25	121		740 GLE	42.9	6.6	467	923	280	1,203
San Diego Volvo Inc. San Diego, Calif.	Manny Jardin, Wes Hinkle	12	108		740 GLE	34.4	6.5	482	1,120	0	1,120
Martin Motors New York, N.Y.	Martin Schlanger	26	150	BMW	740 Turbo	28.0*	3.5*	90	820	0	820
Don Beyer Volvo Falls Church, Va.	Donald S. Beyer Jr.	14	88		740 GLE	26.8	7.1	380	817	0	817
Kramer Volvo Santa Monica, Calif.	Robert Kramer	37	80		740	25.5*	8.6	N.A.	701	0	701
Autobahn Volvo Fort Worth, Texas	John Chase	9	58		740 GLE	20.0	4.0	250	662	0	662
Orange County Volvo Garden Grove, Calif.	Charles K. Patterson	N.A.	75		240	21.1	4.8	125	632	21	653
YUGO											
Yugo of Pensacola Pensacola, Fla.	Warren Taylor	N.A.	N.A.	N.A.	GV	10.0*	1.5*	N.A.	799	0	799
Dyer & Dyer Inc. Chamblee, Ga.	Richard S. Dyer Jr.	9	180	Volvo	GV	87.4	11.1	2,441	734	0	734
Merideth Yugo Daphne, Ala.	Robert L. Merideth	2	22		GV	4.9	0.4	144	691	0	691
Westway Yugo Irving, Texas	Joe Tigue	7	185	Ford	GV	20.0*	3.2*	1,400	590	0	590
Kelley Yugo Brewer, Maine	Richard Kelley	23	19		GV	3.7*	0.6*	300	573	0	573
Perillo Pontiac-Yugo Chicago, Ill.	Joseph Perillo, Anthony C. Scala	9	52	Pontiac	GV	18.4	1.9	452	510	0	510
Lossman Motors Lakewood, Ohio	Jerry Tenhover	5	50	VW	GV	8.5	1.8	300	496	0	496
Liberty Buick Co. Libertyville, Ill.	Sidney Oko	23	70	Buick, Jeep, Eagle	GV	27.5	3.7	494	427	0	427
Caviness Motors Ocala, Fla.	Rupert Caviness	43	75	Buick	GV	21.4	1.4	924	421	0	421
Eastside Nissan-Yugo Columbus, Ohio	Phil Siefke	10	103	Nissan	GV	21.9	3.8	690	415	0	415

*Estimate

DEALERS

The number of dealership points selling new automobiles in the United States dropped below the 25,000 level during 1987. Nonetheless, these fewer dealerships represented more new-car franchises per store than in preceding year 1986.

According to Automotive News' annual dealership census, there were 24,938 new-car outlets in the United States in 1987. This represented a decline of 818 from 25,156 dealerships counted in 1986.

There were 19,530 dealerships selling U.S.-built cars on Jan. 1, compared with 19,700 dealerships retailing domestic vehicles one year earlier.

On Jan. 1, a third more dealerships were selling import makes than a year previously. This year on Jan. 1 there were 23,436 import outlets or 5,883 more dealerships selling imported makes than last year when 17,553 stores sold imports.

There are fewer stores retailing domestic-only makes because all domestic divisions — except for General Motors' Buick, Oldsmobile and Cadillac divisions — sell captive imports. Many dealerships selling these three makes also sell imports or they are dualed with Chevrolet and/or Pontiac, which offer captive import makes.

Although there were fewer dealerships this year, according to the Automotive News census, these outlets averaged 2.89 franchises per store or nearly one more franchise per store than 10 years previously when there was an average of 2.07 franchises per outlet.

The 24,938 dealerships held 72,191 franchises from 12 domestic and 39 import makes. A decade earlier there were 28,656 dealerships holding 59,455 franchises. Last year there were 25,156 dealerships holding 61,216 franchises for an average of 2.43 franchises per outlet. ■

U.S.-car retail outlets

1947 to 1988

Date	No. of retail outlets	Pct. gain or loss from previous year
Jan. 1, 1947	45,580	
Jan. 1, 1948	46,092	+1.12
Jan. 1, 1949	49,173	+6.66
Jan. 1, 1950	46,821	−4.78
Jan. 1, 1951	47,543	+1.54
Jan. 1, 1952	46,014	−3.22
Jan. 1, 1953	45,191	−1.79
Jan. 1, 1954	41,910	−7.26
Jan. 1, 1955	40,374	−3.66
Jan. 1, 1956	41,018	+1.60
Jan. 1, 1957	37,982	−7.40
Jan. 1, 1958	37,188	−2.09
Jan. 1, 1959	35,077	−5.68
Jan. 1, 1960	33,658	−4.05
Jan. 1, 1961	32,482	−3.49
Jan. 1, 1962	31,331	−3.54
Jan. 1, 1963	30,853	−1.53
Jan. 1, 1964	30,827	−0.08
Jan. 1, 1965	30,691	−0.44
Jan. 1, 1966	30,278	−1.35
Jan. 1, 1967	28,422	−6.14
Jan. 1, 1968	27,784	−2.24
Jan. 1, 1969	27,486	−1.07
Jan. 1, 1970	27,071	−1.51
Jan. 1, 1971	26,126	−3.49
Jan. 1, 1972	25,621	−1.93
Jan. 1, 1973	25,441	−0.70
Jan. 1, 1974	25,349	−0.36
Jan. 1, 1975	24,980	−1.46
Jan. 1, 1976	24,453	−2.11
Jan. 1, 1977	24,268	−0.76
Jan. 1, 1978	24,147	−0.50
Jan. 1, 1979	24,051	−0.40
Jan. 1, 1980	23,379	−2.79
Jan. 1, 1981	21,772	−6.87
Jan. 1, 1982	20,834	−4.31
Jan. 1, 1983*	19,985	−4.08
Jan. 1, 1984	20,076	+0.46
Jan. 1, 1985	20,152	+0.38
Jan. 1, 1986	19,946	−1.02
Jan. 1, 1987	19,700	−1.23
Jan. 1, 1988	19,530	−0.86

*Figures for Jan. 1, 1983 through Jan. 1, 1988 include Renault.

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Car-truck sales per outlet

Final 1987	1987	1986
1. Hyundai	1,369	1,431
2. Toyota	857	947
3. Mitsubishi	831	791
4. Honda	693	716
5. Nissan	673	697
6. Ford	612	585
7. Acura	595	352
8. Suzuki	579	589
9. Chevrolet	541	588
10. Mazda	424	494
11. Dodge	369	339
12. Volvo	257	276
13. Pontiac	234	283
14. Isuzu	229	236
15. Oldsmobile	226	334
16. Subaru	220	226
17. Volkswagen	219	247
18. Mercedes	213	236
19. BMW	20[illegible]	226
20. Buick	189	260
21. Mercury	174	184
22. Yugo	166	173
23. Cadillac	162	188
24. Jaguar	150	150
24. Jeep	150	146
25. GMC	129	126
26. Saab	124	137
27. Plymouth	112	178
27. Lincoln	102	110
29. Audi	101	146
30. Chrysler	99	117
31. Sterling	85	–
31. Porsche	74	94
33. Range Rover	53	–
34. Alfa Romeo	42	54
35. Peugeot	34	51
36. Eagle	33	–
37. Maserati	14	20

Retail outlets, U.S. makes of passenger cars

1988 vs. 1987

	Jan. 1, 1988				Jan. 1, 1987*			
	Exclusives (Within Corp.)	Multiples (Within Corp.)	Total Franchises	Net Dealers	Exclusives (Within Corp.)	Multiples (Within Corp.)	Total Franchises	Net Dealers
AMERICAN MOTORS/RENAULT	0	0	0	0	131	2,436	2,567	1,349
AMC	0	0	0		91	1,218	1,309	
Renault	0	0	0		40	1,218	1,258	
CHRYSLER MOTORS	906	9,593	10,499	5,194	959	8,098	9,057	4,023
Chrysler	0	3,106	3,106		0	3,064	3,064	
Dodge	898	2,113	3,011		950	2,010	2,960	
Eagle	0	1,303	1,303		0	0	0	
Plymouth	8	3,071	3,079		9	3,024	3,003	
FORD MOTOR CO.	2,688	6,287	8,975	5,436	2,719	6,265	8,984	5,460
Ford	2,677	1,903	4,580		2,708	1,908	4,616	
Lincoln	0	1,637	1,637		0	1,617	1,617	
Mercury	11	2,747	2,758		11	2,740	2,751	
GENERAL MOTORS	4,835	10,750	15,585	9,535	4,970	10,720	15,690	9,680
Buick	680	2,255	2,935		700	2,250	2,950	
Cadillac	250	1,360	1,610		250	1,365	1,615	
Chevrolet	2,785	2,125	4,910		2,865	2,110	4,975	
Oldsmobile	595	2,560	3,155		625	2,550	3,175	
Pontiac	525	2,450	2,975		530	2,445	2,975	
Totals	**8,429**	**26,630**	**35,059**	**20,165**	**8,779**	**27,519**	**36,298**	**20,512**
Minus Intercorporate duals				635				812
Net dealers				**19,530**				**19,700**

*—Revised.

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Import franchises

	Jan. 1, 1988	Jan. 1, 1987
JAPAN	19,865	19,301
Chevrolet Sprint, Spectrum	4,910	4,975
Chrysler Conquest	3,106	3,064
Plymouth Colt	3,079	3,033
Dodge Colt	3,011	2,960
Nissan	1,108	1,109
Toyota	1,090	1,087
Honda	916	900
Subaru	806	801
Mazda	794	771
Isuzu	547	338
Acura	218	150
Mitsubishi	148	113
Daihatsu	132	—
KOREA	7,779	161
Pontiac LeMans	2,975	—
Ford Festiva	4,580	—
Hyundai	224	161
WEST GERMANY	3,187	3,201
Volkswagen U.S.	872	878
Merkur	747	744
Mercedes-Benz	423	422
BMW	419	423
Audi	409	412
Porsche	317	322
MEXICO	2,759	—
Mercury Tracer	2,759	—
FRANCE	1,537	272
Eagle Medallion	1,265	—
Peugeot	272	272
SWEDEN	782	773
Volvo	415	414
Saab	367	359
ITALY	417	432
Bertone	150	150
Alfa Romeo	141	158
Maserati	65	73
Ferrari	42	42
Lamborghini	19	9
UNITED KINGDOM	464	453
Sterling	179	153
Jaguar	146	160
Lotus	67	65
Rolls-Royce/ Bentley	57	59
Aston Martin/ Lagonda	15	16
YUGOSLAVIA	327	260
Yugo	327	260
MISCELLANEOUS	15	65
Total	**37,132**	**24,918**

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U.S. new-car outlets

Domestic and Import

	No. of Retail Outlets	Pct. Gain or Loss from Previous Year
Jan. 1, 1958	39,108	−0.1%
Jan. 1, 1959	37,558	−4.0%
Jan. 1, 1960	36,336	−3.3%
Jan. 1, 1961	34,803	−4.2%
Jan. 1, 1962	33,461	−3.9%
Jan. 1, 1963	33,308	−0.4%
Jan. 1, 1964	33,291	−0.1%
Jan. 1, 1965	33,360	+0.2%
Jan. 1, 1966	33,114	−0.7%
Jan. 1, 1967	31,584	−4.6%
Jan. 1, 1968	31,101	−1.5%
Jan. 1, 1969	31,076	−0.1%
Jan. 1, 1970	30,842	−0.8%
Jan. 1, 1971	30,314	−1.8%
Jan. 1, 1972	30,150	−0.5%
Jan. 1, 1973	30,094	−0.2%
Jan. 1, 1974	29,998	−0.3%
Jan. 1, 1975	29,701	−1.0%
Jan. 1, 1976	29,309	−1.3%
Jan. 1, 1977	28,744	−1.9%
Jan. 1, 1978	28,656	−0.3%
Jan. 1, 1979	28,512	−0.5%
Jan. 1, 1980	27,891	−2.2%
Jan. 1, 1981	26,333	−5.6%
Jan. 1, 1982	25,703	−2.4%
Jan. 1, 1983	24,729	−3.8%
Jan. 1, 1984	24,721	−0.0%
Jan. 1, 1985	24,724	+0.0%
Jan. 1, 1986	25,104	+1.5%
Jan. 1, 1986	24,823	−1.1%
Jan. 1, 1987	25,156	+1.3%
Jan. 1, 1988	24,938	−0.9%

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Import outlets

1957 to 1988

Jan. 1, 1957	2,930
Jan. 1, 1958	11,409
Jan. 1, 1959	14,031
Jan. 1, 1960	14,674
Jan. 1, 1961	13,135
Jan. 1, 1962	11,894
Jan. 1, 1963	7,138
Jan. 1, 1964	5,249
Jan. 1, 1965	5,856
Jan. 1, 1966	6,013
Jan. 1, 1967	6,588
Jan. 1, 1968	7,156
Jan. 1, 1969	7,869
Jan. 1, 1970	8,311
Jan. 1, 1971	9,860
Jan. 1, 1972	12,375
Jan. 1, 1973	13,332
Jan. 1, 1974	11,246
Jan. 1, 1975	11,489
Jan. 1, 1976	10,414
Jan. 1, 1977	11,387
Jan. 1, 1978	17,374
Jan. 1, 1978	17,700
Jan. 1, 1979	17,114
Jan. 1, 1980	16,919
Jan. 1, 1981	16,681
Jan. 1, 1982	12,116
Jan. 1, 1983	10,825*
Jan. 1, 1984	10,861
Jan. 1, 1985	13,177
Jan. 1, 1986	17,119
Jan. 1, 1987	17,553
Jan. 1, 1988	23,436

*—Renault counted as domestic 1983-1987.

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New-car dealerships in United States

	Jan. 1, 1988		Jan. 1, 1987*	
Domestic cars only:		1,502		7,503
Imported cars only:				
Exclusives	3,964		3,686	
Duals	1,444		1,466	
		5,408		5,152
Domestic-import duals:				
Domestics with captive imports	16,880		9,738	
Domestics with other imports	1,148		2,663	
		18,028		12,401
Total New-Car Dealers in United States		**24,938**		**25,156**

NOTES: Captive imports are: Chevrolet Sprint and Spectrum; Chrysler Conquest, Dodge Colt; Eagle Medallion Plymouth Colt; Ford Festiva; Mercury Tracer; Merkur; and Pontiac LeMans.

*—Revised.

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New-truck dealer total rises by 482

The number of new-truck dealer outlets in the U.S. increased by 482 in 1987, bringing the Jan. 1, 1988 truck dealer population to 26,337. Eighteen makers increased their dealer totals; seven showed declines; two remained unchanged.

Figures for 1988 were collected from manufacturers and the American Truck Dealers Division of the National Automobile Dealers Association.

Truck sales per outlet

	1987	1986
Chevrolet	243	251
Dodge	185	186
Ford	310	292
Freightliner	135	105
GMC	146	142
Hino	21	12
Isuzu	123	166
Isuzu (commercial)	25	21
Iveco	19	N.A.
Jeep	149	149
Kenworth	105	94
Mack	98	107
Mazda	156	204
Mercedes-Benz	22	27
Mitsubishi	267	248
Mitsubishi-Fuso	18	N.A.
Navistar	95	94
Nissan	195	201
Nissan Diesel	11	4
Peterbilt	112	93
Plymouth	46	36
Range Rover	43	N.A.
Scania	7	5
Suzuki	479	430
Toyota	279	353
Volvo-White*	63	64
Western Star	13	N.A.

Note: *—Volvo-White Truck Corp., stopped operations Dec. 31, 1987 and the new venture, Volvo GM Heavy Truck Corp., began operations with 197 WhiteGMC dealers selling WhiteGMC and Volvo heavy trucks.

Truck retail outlets*

	Jan. 1, 1988	Jan. 1, 1987+
Chevrolet	4,910	4,975
Dodge	3,062	3,019
Ford	4,689	4,729
Freightliner	173	166
GMC	2,414	2,423
Hino	95	90
Isuzu	708	534
Isuzu (commercial)	228	231
Iveco	145	175
Jeep	1,396	1,390
Kenworth	135	111
Mack	241	211
Mazda	794	771
Mercedes-Benz	176	150
Mitsubishi	194	141
Mitsubishi Fuso	96	51
Navistar	768	686
Nissan	1,108	1,109
Nissan Diesel	160	190
Peterbilt	114	107
Plymouth**	3,079	3,033
Range Rover	60	37
Scania	20	16
Suzuki	170	111
Toyota	1,090	1,087
Western Star	112	112
Volvo-White***	200	200
Totals	26,337	25,855
Adjustments for multiple franchising	9,117	8,755
Net Totals	17,220	17,100

NOTES: *—Retail outlets include dealerships, distributorships and factory-owned outlets.

+—Revised.

**—Plymouth trucks are compact Voyager vans.

***—Volvo-White Truck Corp., which sold White, Autocar and Volvo heavy trucks, ceased operations on Dec. 31, 1987. On Jan. 1, 1988, Volvo GM Heavy Truck Corp. began operations with 197 WhiteGMC dealers selling WhiteGMC and Volvo heavy trucks. These trucks include vehicles formerly marketed as White, Autocar, GMC and Volvo models.

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DEALERS

Car sales per outlet by make for 5 years

	1987	1986	1985	1984	1983
Hyundai	1,369	1,431	—	—	—
Honda*	693	716	640	610	494
Acura	595	352	—	—	—
Toyota*	578	582	572	515	511
Mitsubishi	521	489	598	477	435
Nissan*	477	495	520	439	479
Ford	308	301	295	276	230
Chevrolet	304	343	362	305	261
Mazda*	266	290	277	223	228
Volvo	257	276	257	246	220
Pontiac	234	283	265	235	187
Oldsmobile	226	334	334	331	320
Volkswagen*	219	247	246	197	177
Subaru	219	226	219	196	198
Mercedes-Benz	213	236	207	190	177
BMW	209	226	204	170	145
Buick	189	260	285	318	288
Mercury	174	184	192	195	156
Yugo	166	173	—	—	—
Cadillac	162	188	185	200	189
Jaguar	150	150	120	98	81
Dodge	136	178	168	148	135
Saab	124	137	115	102	81
Plymouth	112	141	122	111	112
Lincoln	102	110	104	97	67
Audi	101	146	182	172	115
Chrysler	99	117	124	110	94
Isuzu	89	134	118	80	98
Sterling	85	—	—	—	—
Porsche	74	94	78	61	66
Alfa Romeo	42	54	31	27	17
Peugeot	34	51	53	64	47
Eagle	33	—	—	—	—
Maserati	14	20	24	—	—
Renault*	—	51	87	135	135
AMC	—	6	9	14	23

*Domestic plus imports.

Note: Captive imports are included in totals for domestic makes.

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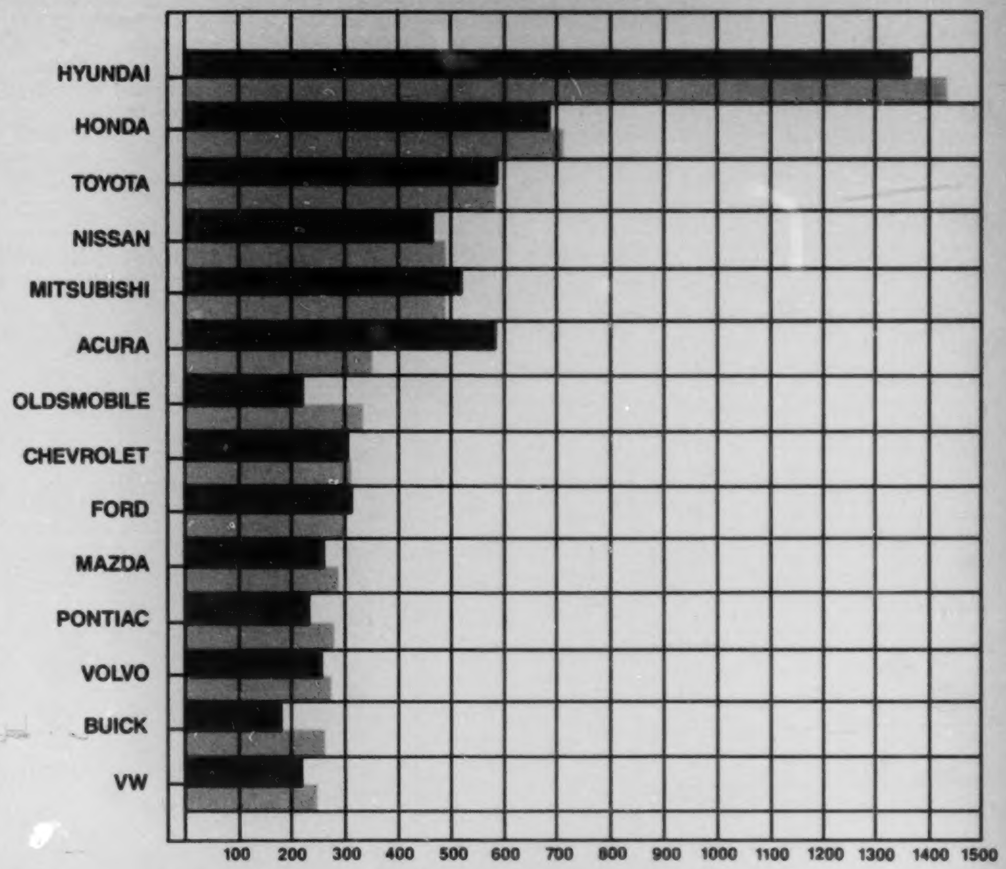
AVERAGE SALES PER OUTLET

▨ 1986 vs. 1987 ■



Used vehicle, service departments' sales rise over 10%; new vehicle department sales remain stable in '87

(Average U.S. dealership profile in dollars.)

	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	% Change 1986-'87
Total Dealership Sales	4,717,718	5,005,359	4,757,557	5,524,971	6,136,755	7,706,694	9,330,045	10,481,683	11,269,652	11,303,529	0.30
Total Dealership Gross	676,521	725,277	731,237	817,143	851,782	1,058,129	1,258,623	1,497,832	1,599,164	1,712,485	7.09
As % of Total Sales	14.34	14.49	15.37	14.79	13.88	13.73	13.49	14.29	14.19	15.15	
Total Dealership Expense	584,054	662,209	702,215	[illegible]53,054	772,004	893,206	1,055,228	1,267,235	1,355,739	1,499,978	10.64
As % of Total Sales	12.38	13.23	14.76	13.63	12.58	11.59	11.31	12.09	12.03	13.27	
Net Profit Before Taxes	92,467	63,068	29,021	[illegible]4,090	79,778	164,923	203,395	230,597	243,424	212,506	−12.70
As % of Total Sales	1.96	1.26	0.61	1.16	1.30	2.14	2.18	2.20	2.16	1.88	
(Net Pre-tax Profit in Constant '67 Dollars)	47,312	29,005	11,758	23,531	27,593	55,265	65,379	71,570	74,124	62,428	−15.78
New Vehicle Department Sales	3,024,057	3,178,403	2,930,655	3,375,757	3,767,967	4,886,044	6,101,850	7,075,136	7,584,476	7,200,348	−5.06
As % of Total Sales	64.10	63.50	61.60	61.10	61.40	63.40	65.40	67.50	67.30	63.70	
Used Vehicle Department Sales	986,003	1,016,088	999,087	1,265,218	1,399,180	1,734,006	1,987,300	2,054,410	2,242,661	2,509,384	11.89
As % of Total Sales	20.90	20.30	21.00	22.90	22.80	22.50	21.30	19.60	19.90	22.20	
Service and Parts Sales	707,658	810,868	827,815	883,995	969,607	1,086,644	1,240,896	1,352,137	1,442,515	1,593,798	10.49
As % of Total Sales	15.20	16.20	17.40	16.00	15.80	14.10	13.30	12.90	12.80	14.10	
New Vehicle Average Selling Price	6,470	6,950	7,530	8,850	9,910	10,725	11,100	11,925	12,950	13,450	3.86
Average Net Worth (As of 12/31)	353,123	397,566	378,786	385,015	421,480	556,440	569,600	653,064	646,566	750,566	16.08
Net Profit as % of Net Worth	26.19	15.86	7.66	16.65	18.93	29.64	35.71	35.31	37.65	28.31	

SOURCE: NADA Industry Analysis Division

Fourth quarter finance rates by finance companies, commercial banks

Year	Prime Rate	Rates on New Autos		Used Autos	New Auto Sales* (Millions of Units)
		Commercial Banks	Finance Companies		
1978	10.9	11.3	13.2	17.9	11.19
1979	15.5	12.9	13.8	18.4	9.89
1980	16.1	14.3	15.3	19.4	8.92
1981	17.0	17.4	16.5	20.5	7.27
1982	12.0	16.0	12.8	20.7	8.45
1983	11.0	13.5	13.5	18.2	10.04
1984	11.8	13.9	15.2	18.3	10.35
1985	9.5	12.4	11.4	17.2	10.28
1986	7.5	10.6	11.8	15.2	11.48
1987	8.5	10.9	12.2	14.9	10.23

*—Seasonally adjusted annual rate. SOURCES: Board of Governors of the Federal Reserve System; MVMA.

Local advertising by new car dealers

Media used	Millions spent, '87
Newspaper	$2,028
Radio	714
TV	651
Direct mail	144
Outdoor (Billboards, signs)	69
Programs (Theatre, sports, school, etc.)	31
Handouts or handbills	10
Displays, demonstrations	37
Other	29
Total	$3,713
Type of advertising	
New vehicle	$1,968
Used vehicle	1,040
Institutional	408
Service	297
Total	$3,713

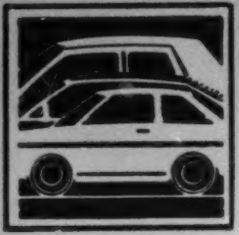
SOURCE: Nada Industry Analysis Dept.

Used vehicle sales by franchised new car & truck dealers in U.S.

(In thousands)

Year	Retail	Wholesale	Total
1978	9,666	2,887	12,553
1979	8,374	2,530	10,904
1980	7,424	2,293	9,717
1981	7,762	2,425	10,187
1982	7,555	2,385	9,940
1983	8,082	2,723	10,805
1984	8,676	3,613	12,289
1985	9,209	3,817	13,026
1986	9,476	3,740	13,216
1987	9,477	3,667	13,144

SOURCE: NADA Industry Analysis Department



ET CETERA

Retail prices, 1988 light trucks, domestic and import

These tables show the prices of domestic and imported light trucks, sport-utility vehicles and vans as of May 2, 1988. Prices are manufacturers' suggested retail prices. Import prices include ocean freight and U.S. import duty. None of the vehicle prices include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the retail buyer. Vehicle prices are for the base vehicle with the base engine. In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHEVROLET S-10 pickup (2wd) Fleetside EL (108.3-inch w.b.)	$ 6,795	N.A.	N.A.	N.A.	N.A.
Fleetside (108.3-inch w.b.)	7,890	$735	$275	$148	$781
Fleetside (117.9-inch w.b.)	8,062	735	275	148	781
Extended Cab Fleet (122.9-inch w.b.)	8,815	735	275	148	781
S-10 pickup (4wd) Fleetside (108.3-inch w.b.)	10,019	735	275	148	781
Fleetside (117.9-inch w.b.)	10,192	735	275	148	781
Extended Cab Fleet (122.9-inch w.b.)	10,802	735	275	148	781
C-K pickup (2wd) C-1500 Sport (117.5-inch w.b.)	9,977	565	std.	268	781
C-1500 Fleet (117.5-inch w.b.)	9,769	565	std.	268	781
C-1500 Fleet (131.5-inch w.b.)	9,959	565	std.	268	781
C-1500 Extended Cab Fleet (155.5-inch w.b.)	10,983	565	std.	268	781
C-2500 Fleet (131.5-inch w.b.)	10,671	565	std.	268	781
C-2500 Extended Cab Fleet (155.5-inch w.b.)	11,976	565	std.	268	781
C-3500 Fleet (131.5-inch w.b.)	11,860	565	std.	268	781
C-3500 Extended Cab Fleet (155.5-inch w.b.)	12,587	565	std.	268	781
C-K pickup (4wd) K-1500 Sport (117.5-inch w.b.)	12,051	565	std.	268	781
K-1500 Fleet (117.5-inch w.b.)	11,846	565	std.	268	781
K-1500 Fleet (131.5-inch w.b.)	12,037	565	std.	258	781
K-1500 Extended Cab Fleet (155.5-inch w.b.)	13,125	565	std.	268	781
K-2500 Fleet (131.5-inch w.b.)	12,223	565	std.	268	781
K-2500 Extended Cab Fleet (155.5-inch w.b.)	13,491	565	std.	258	781
K-3500 Fleet (131.5-inch w.b.)	13,879	565	std.	268	781
K-3500 Extended Cab Fleet (155.5-inch w.b.)	14,888	565	std.	268	781
R-V pickup (2wd; 164.5-inch w.b.) R-20 Fleet Bonus Cab	12,922	565	std.	208	781
R-20 Fleet Crew Cab	13,358	565	std.	208	781
R-30 Fleet Bonus Cab	13,118	565	std.	208	781
R-30 Fleet Crew Cab	13,558	565	std.	208	781
R-V pickup (4wd) V-30 Fleet Bonus Cab (164.5-inch w.b.)	15,669	565	std.	208	781
V-30 Fleet Crew Cab (164.5-inch w.b.)	16,112	565	std.	208	781
V-30 Fleet (131.5-inch w.b.)	16,657	565	std.	208	781
DODGE Ram 50 pickup (2wd) Base model (105.1-inch w.b.)	7,053	671	247	265	678
Sport (105.1-inch w.b.)	8,757	530	std.	412*	678
Base model (116.1-inch w.b.)	7,676	671	247	265	678
Custom (116.1-inch w.b.)	8,170	671	247	265	678
Extended Cab (116.1-inch w.b.)	8,021	671	247	265	678
Extended Cab Sport (116.6-inch w.b.)	9,656	671	std.	412*	678
Ram 50 pickup (4wd) Base model (105.1-inch w.b.)	9,926	677	247	265	678
Sprot (105.1-inch w.b.)	11,322	536	std.	412*	678
Base model (116.1-inch w.b.)	10,477	677	247	265	678
Extended Cab Custom (116.1-inch w.b.)	11,003	677	247	265	678
Extended Cab Sport (116.1-inch w.b.)	12,198	677	std.	412*	678
Dakota pickup (2wd) Sweptline (111.9-inch w.b..)	8,244	735	275	137	781
Sweptline (123.9-inch w.b.)	8,407	735	275	137	781
Dakota pickup (4wd) Sweptline (111.9-inch w.b.)	10,964	735	std.	137	781
Sweptline (123.9-inch w.b.)	11,138	735	std.	137	781
Dakota (2wd) Sweptline (111.9-inch w.b.)	6,875	N.A.	275	282	781
Dakota Sport (111.9-inch w.b.) Sweptline (2wd)	9,995	735	std.	std.	781
Sweptline (4wd)	12,700	735	std.	std.	781
2wd pickups D-100 Sweptline (115-inch w.b.)	8,853	565	std.	268	781
D-100 Sweptline (131-inch w.b.)	9,030	565	std.	268	781
D-150 Sweptline (115-inch w.b.)	9,988	565	std.	123	781
D-150 Sweptline (131-inch w.b.)	10,179	565	std.	123	781
D-250 Sweptline (131-inch w.b.)	11,031	565	std.	123	781
D-350 Sweptline (131-inch w.b.)	12,096	565	std.	123	781
4wd pickups W-100 Sweptline (115-inch w.b.)	11,603	565	std.	268	781
W-100 Sweptline (131-inch w.b.)	11,784	565	std.	268	781
W-150 Sweptline (115-inch w.b.)	12,773	565	std.	123	781
W-150 Sweptline (131-inch w.b.)	12,967	565	std.	123	781
W-250 Sweptline (131-inch w.b.)	13,035	565	std.	123	781
W-350 Sweptline (131-inch w.b.)	14,115	565	std.	123	781
FORD Ranger (2wd) S Styleside (108-inch w.b.)	7,093	896	N.A.	154	N.A.
Styleside (108-inch w.b.)	8,396	896	274	93	744
Styleside (114-inch w.b.)	8,558	896	274	93	744
Supercab Styleside (125-inch w.b.)	9,691	896	std.	93	744
Ranger (4wd) Styleside (108-inch w.b.)	10,836	896	std.	93	744
Styleside (114-inch w.b.)	11,000	896	std.	93	744
Supercab Styleside (125-inch w.b.)	11,956	896	std.	93	744
F-150 (2wd) S Styleside (117-inch w.b.)	9,676	626	std.	N.A.	787
S Styleside (133-inch w.b.)	9,865	626	std.	N.A.	787
Styleside (117-inch w.b.)	10,038	626	std.	84	787
Styleside (133-inch w.b.)	10,227	626	std.	84	787
Supercab Styleside (139-inch w.b.)	11,550	626	std.	84	787
Supercab Styleside (155-inch w.b.)	11,739	626	std.	84	787
F-150 (4wd) Styleside (117-inch w.b.)	11,839	626	std.	84	787
Styleside (133-inch w.b.)	12,033	626	std.	84	787
Supercab Styleside (139-inch w.b.)	13,421	626	std.	84	787
Supercab Styleside (155-inch w.b.)	13,615	626	std.	84	787
F-250 — under 8,000 pounds GVW Styleside (2wd; 133-inch w.b.)	10,849	626	std.	84	787
Styleside (4wd; 133-inch w.b.)	12,299	626	std.	84	787
F-250 HD — over 8,500 pounds GVW Styleside (2wd; 133-inch w.b.)	11,288	626	std.	84	787
Styleside (4wd; 133-inch w.b.)	14,235	626	std.	84	787
Supercab Styleside (2wd; 155-inch w.b.)	12,898	626	std.	84	787
Supercab Styleside (4wd; 155-inch w.b.)	15,734	626	std.	84	787
F-350 Styleside (2wd; 133-inch w.b.; dual-rear-wheels)	13,480	626	std.	84	787
Styleside (4wd; 133-inch w.b.; single-rear-wheels)	15,476	626	std.	84	787
Crew Cab Styleside (2wd; 168-inch w.b.; single-rear-wheels)	15,087	626	std.	84	787
Crew Cab Styleside (2wd; 168-inch w.b.; dual-rear-wheels)	15,673	626	std.	84	787
Crew Cab Styleside (4wd; 168-inch w.b.; single-rear-wheels)	17,601	626	std.	84	787
Supercab Styleside (2wd; 155-inch w.b.; dual-rear-wheels)	15,580	626	std.	84	787
GMC S-15 pickup (2wd) Wideside Sierra (108.3-inch w.b.)	7,937	735	292	208	745
Wideside Special (108.3-inch w.b.)	6,840	N.A.	N.A.	N.A.	N.A.
Wideside (117.9-inch w.b.)	8,109	735	292	208	745
Wideside Extended Cab (122.9-inch w.b.)	8,862	735	292	208	745
S-15 pickup (4wd) Wideside (108.3-inch w.b.)	10,666	735	292	208	781
Wideside (117.9-inch w.b.)	10,239	735	292	208	781
Wideside Extended Cab (122.9-inch w.b.)	10,849	735	292	208	781
Half-ton pickup (2wd) Wideside (117.5-inch w.b.)	9,945	565	std.	333	781
Fenderside (117.5-inch w.b.)	10,153	565	std.	333	781
Wideside (131.5-inch w.b.)	10,135	565	std.	333	781
Wideside Extended Cab (155.5-inch w.b.)	11,034	565	std.	333	781
Half-ton pickup (4wd) Wideside (117.5-inch w.b.)	11,897	565	std.	333	781
Fenderside (117.5-inch w.b.)	12,102	565	std.	333	781
Wideside (131.5-inch w.b.)	12,0[illegible]	565	std.	333	781
Wideside Extended Cab (155.5-inch w.b.)	13,[illegible]76	565	std.	333	781
Three-quarter-ton pickup (2wd) Wideside (131.5-inch w.b.)	10,722	565	std.	333	781
Wideside Extended Cab (155.5-inch w.b.)	12,027	565	std.	333	781
Crew Cab Wideside (164.5-inch w.b.)	13,409	565	std.	208	781
Bonus Cab Wideside (164.5-inch w.b.)	12,973	565	std.	208	781
Three-quarter-ton pickup (4wd) Wideside (131.5-inch w.b.)	12,274	565	std.	333	781
Wideside Extended Cab (155.5-inch w.b.)	13,542	565	std.	333	781
One-ton pickup (2wd) Wideside (131.5-inch w.b.)	11,860	565	std.	333	781
Wideside (155.5-inch w.b.)	12,857	565	std.	333	781
Bonus Cab Wideside (164.5-inch w.b.)	13,118	565	std.	208	781
Crew Cab Wideside (164.5-inch w.b.)	13,558	565	std.	208	781
One-ton pickup (4wd) Wideside (131.5-inch w.b.)	13,879	565	std.	333	781
Wideside (155.5-inch w.b.)	14,888	565	std.	333	781
Wideside DRW (131.5-inch)	16,661	565	std.	208	781
Crew Cab Wideside (164.5-inch)	16,112	565	std.	208	781
Bonus Cab Wideside (164.5-inch w.b.)	15,669	565	std.	208	781
ISUZU half-ton (2wd) S Std. bed, 2.3 liter	7,199	N.A.	250	185	665
S Long bed, 2.3-liter	7,729	N.A.	250	185	665
S Std. bed, 2.6-liter	7,649	650	250	185	665
LS Std. bed, 2.6-liter	10,249	N.A.	std.	185	665
S Long bed, 2.6-liter	8,799	std.	250	185	665
LS Spacecab, 2.6-liter	11,399	650	250	185	665
One-ton (2wd) S Long bed, 2.6-liter	8,999	N.A.	std.	185	665
Half-ton (4wd) S Std. bed, 2.6-liter	9,949	N.A.	std.	185	665
LS Spacecab, 2.6-liter	13,499	N.A.	std.	185	665
JEEP Comanche (2wd) pickup, short bed	7,114	922	290	187	820

*—Ram 50 Sport radio includes cassette player.

ET CETERA

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
Pickup, Long bed	7,906	731	290	187	820
Comanche (4wd) pickup, short bed	9,996	819	290	187	820
Pickup, Long bed	10,343	628	290	187	820
Jeep Pickup (4wd) J-10 Townside	13,128	336	std.	222	851
J-20 Townside	13,525	std.	std.	222	851
MAZDA B-2200 (2wd) Std. Short bed	7,549	650	N.A.	*	725
Std. Long bed	8,049	650	N.A.	*	725
Std. Cab Plus	8,849	600	N.A.	*	725
SE-5 Short bed	7,849	670	275	250	725
SE-5 Long bed	8,349	670	275	250	725
SE-5 Cab Plus	9,149	600	275	250	725
LX Short bed	9,449	600	275	std.	725
LX Long bed	9,949	600	[illegible]	std.	725
LX Cab Plus	10,499	600	[illegible]	std.	725
B-2600 (4wd) Std. short bed	10,199	N.A.	N.A.	*	725
Std. long bed	10,699	N.A.	N.A.	*	725
Std. Cab Plus	11,599	N.A.	N.A.	*	725
SE-5 Short bed	10,699	640	N.A.	250	725
SE-5 Long bed	11,199	640	N.A.	250	725
SE-5 Cab Plus	12,099	530	N.A.	250	725
LX Short bed	12,399	530	N.A.	std.	725
LX Long bed	12,899	600	N.A.	std.	725
LX Cab Plus	13,449	530	N.A.	std.	725

*—Radio on standard-series trucks is dealer-installed. Mazda does not quote a price.
Prices are for Mazda Central. Mazda East prices may vary.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
MITSUBISHI half-ton (2wd) Mighty Max, 2.0-liter	6,999	800	281	286	658
Mighty Max Macrocab, 2.6-liter	8,109	N.A.	281	286	658
Mighty Max Sport short bed, 2.6-liter	7,919	N.A.	281	286	658
Mighty Max Sport long bed, 2.6-liter	8,469	N.A.	281	286	658
SPX Macrocab, 2.6-liter	9,589	N.A.	281	489*	658
One-ton (2wd) Mighty Max, 2.6-liter	8,159	N.A.	std.	286	658
Half-ton (4wd) Mighty Max, 2.6-liter	9,999	N.A.	std.	286	658
Mighty Max Sport, 2.6-liter	11,269	N.A.	std.	286	658
SPX, 2.6-liter	11,469	N.A.	std.	489*	658
SPX Macrocab, 2.6-liter	12,329	N.A.	std.	489*	658

*—Radio price for SPX models includes cassette player.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
NISSAN Regular bed (2wd) Standard	7,399	N.A.	N.A.	**	735
Standard E	7,999	1,090*	290*	**	735
Long bed (2wd) Standard E	8,699	1,090*	290*	**	735
Heavy Duty E	9,499	900	std.	**	735
King Cab Standard	8,999	1,090*	290*	**	735
XE	10,399	800	std.	**	735
SE V-6	11,599	900	std.	std.	735
Regular bed (4wd) Standard E	10,399	N.A.	290	**	735
Standard E V-6	11,399	945	std.	**	735
SE V-6	13,099	945	std.	std.	735
Long bed (4wd) Standard E	11,199	N.A.	290	**	735
King Cab (4wd) Standard E	11,499	N.A.	290	**	735
XE	12,899	N.A.	std.	**	735
SE V-6	14,099	945	std.	std.	

*—Automatic transmission price includes power steering.
**—Radio is dealer-installed; Nissan does not quote a price.
Nissan pickup trucks are built in the United States and also are imported from Japan.

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
TOYOTA half-ton (2wd) Standard bed (4-speed)	7,698	N.A.	275	210	*
Standard bed (5-speed)	8,078	800	275	210	*
Long bed	8,608	800	275	210	*
Long bed Deluxe	8,818	800	275	210	*
Xtracab half-ton (2wd) Long bed	9,068	800	275	210	*
Long bed Deluxe	9,358	800	275	210	*
SR-5	10,758	650	std.	std.	*
SR-5 Turbo	11,918	N.A.	std.	std.	*
One-ton (2wd) Pickup	9,478	650	275	210	*
Half-ton (4wd) Standard bed	10,698	N.A.	275	190	890
Regular cab SR-5	12,598	N.A.	std.	190	890
Standard bed V-6	11,808	N.A.	std.	190	890
Regular cab SR-5 V-6	13,408	N.A.	std.	190	890
Long bed Deluxe	11,568	1,170	275	190	890
Long bed Deluxe V-6	12,628	1,170	std.	190	890
Xtracab (4wd) Deluxe	11,798	1,170	275	190	890
SR-5	13,088	1,120	std.	190	890
Deluxe V-6	12,858	1,170	std.	190	890
SR-5 V-6	13,898	1,120	std.	190	890

*—Air conditioning is port-installed on 2wd trucks; Toyota does not quote a price.

Retail prices, 1988 sport-utility vehicles, domestic and import

	Base Price	Automatic Trans.	Power Steering	AM/FM Stereo	Air Cond.
CHEVROLET S-10 Blazer (100-inch w.b.) Tailgate (2wd)	$10,505	$735	$275	$248	$745
Tailgate (4wd)	12,590	std.	275	248	745
V Blazer (106.5-inch w.b.) Utility (4wd)	14,691	735	std.	208	781
Suburban (129.5-inch w.b.) R-10 Panel doors (2wd)	13,945	std.	std.	208	781
R-10 Tailgate (2wd)	13,988	std.	std.	208	781
V-10 Panel doors (4wd)	14,870	735	std.	208	781
V-10 Tailgate (4wd)	14,912	735	std.	208	781
R-20 Panel doors (2wd)	14,559	565	std.	208	781
R-20 Tailgate (2wd)	14,602	565	std.	208	781
V-20 Panel doors (4wd)	16,251	565	std.	208	781
V-20 Tailgate (4wd)	16,293	565	std.	208	781
DODGE Raider (4wd, 92,5-inch w.b.)	11,702	716	std.	241	758
Ramcharger (106-inch w.b.) AD-100 (2wd)	11,776	std.	std.	103	781
AD-150 (4wd)	13,640	std.	std.	103	781
AW-100 (2wd)	12,816	565	std.	103	781
AW-150 (4wd)	14,734	565	std.	103	781
FORD Bronco II (94-inch w.b.) 4-passenger (2wd)	11,707	896	std.	93	750
4-passenger (4wd)	13,178	896	std.	93	750
Bronco (105-inch w.b.) 5-passenger (4wd)	12,279	626	std.	146	787
GMC Jimmy (105.5-inch w.b.) Tailgate (2wd)	10,552	735	292	308	745
Tailgate (4wd)	12,637	735	std.	308	745
V Jimmy (106.5-inch w.b.) Utility (4wd)	14,742	735	std.	208	781
Suburban (half-ton, 129.5-inch w.b.) Panel doors (2wd)	13,997	std.	std.	208	781
Tailgate (2wd)	14,040	std.	std.	208	781
Panel doors (4wd)	14,922	735	std.	208	781
Tailgate (4wd)	14,964	735	std.	208	781
Suburban (three-quarter ton; 129.5-inch w.b.) Panel doors (2wd)	14,611	565	std.	208	781
Tailgate (2wd)	14,654	565	std.	208	781
Panel doors (4wd)	16,303	565	std.	208	781
Tailgate (4wd)	16,345	565	std.	208	781
ISUZU Trooper (4wd) S 2-door	11,909	N.A.	std.	185	850
S 4-door	12,639	1,000	std.	185	850
XS 2-door	12,909	N.A.	std.	std.	850
XS 4-door	13,439	1,000	std.	std.	850
LS 4-door	14,799	1,000	std.	std.	850
Limited 4-door	14,499	1,000	std.	std.	850
LX Limited 4-door	15,399	1,000	std.	std.	850
JEEP Wrangler S 2-door (4wd)	8,995	N.A.	294	265	N.A.
Wrangler 2-door (4wd)	10,595	449	294	265	861
Wrangler Sahara 2-door (4wd)	11,995	449	294	std.	861
Wrangler Laredo 2-door (4wd)	13,395	449	294	std.	861
Cherokee 2-door wagon (2wd)	11,186	819	290	187	820
Cherokee 4-door wagon (2wd)	11,798	819	290	187	820
Cherokee Sport 2-door wagon (2wd)	12,265	628	std.	187	820
Cherokee 2-door wagon (4wd)	12,538	819	290	187	820
Cherokee 4-door wagon (4wd)	13,150	819	290	187	820
Cherokee Sport 2-door wagon (4wd)	13,727	628	std.	187	820
Cherokee Limited 2-door wagon (4wd)	22,260	std.	std.	std.	std.
Cherokee Limited 4-door wagon(4wd)	23,153	std.	std.	std.	std.
Wagoneer Limited 4-door wagon (4wd)	21,926	std.	std.	std.	std.
Grand Wagoneer 4-door wagon (4wd)	24,623	std.	std.	std.	std.
MITSUBISHI Montero SP 3-door (4wd)	11,929	680	std.	314	786
Montero Sport 3-door (4wd)	14,259	700	std.	std.	786
NISSAN Pathfinder XE 2-door (4wd)	15,399	1,150	std.	*	795
Pathfinder SE 2-door (4wd)	17,499	900	std.	std.	795
SUZUKI Samurai (2-door; 4wd) Standard Convertible	8,495	N.A.	N.A.	340	595
Standard Hardtop	8,595	N.A.	340	595	
Deluxe Convertible	9,195	N.A.	N.A.	340	595
Deluxe Hardtop	9,495	N.A.	N.A.	340	595
Range Rover 4-door wagon (4wd)	34,400	std.	std.	std.	std.
TOYOTA 4Runner (4wd) Deluxe (2-passenger)	13,618	1,120	275	210	795
Deluxe (5-passenger)	14,278	N.A.	275	210	795
SR-5 (2-passenger)	14,718	1,020	std.	std.	795
SR-5 V-6 (5-passenger)	16,698	1,070	std.	std.	795
Land Cruiser 4-door wagon (4wd)	20,398	std.	std.	190	890

*—Dealer-installed; Nissan does not quote a price.

Retail prices, 1988 vans, domestic and import

	Base Price	Automatic Trans.	Power Steering	AM/FM/ Stereo	Air Cond. (Front)	Air Cond. (Front and Rear)
CHEVROLET Astro Cargo van	$ 9,190	$735	$292	$253	$781	N.A.
Astro CS passenger van	10,696	550	292	293	736	$1,320
Astro CL passenger van	11,489	550	292	293	736	1,320
Astro LT passenger van	12,828	550	292	293	736	1,320
Chevy van G-10 (110-inch w.b.)	10,240	255	292	228	904	1,499
G-10 (125-inch w.b.)	10,488	255	292	228	904	1,499
G-20 (110-inch w.b.)	10,865	255	std.	228	904	1,499
G-20 (125-inch w.b.)	11,117	255	std.	228	904	1,499
G-30 (125-inch w.b.)	12,595	std.	std.	228	904	1,499
G-30 Heavy-duty (125-inch w.b.)	12,705	std.	std.	228	904	1,499
Sport van G-10 sport van (110-inch w.b.)	11,922	425	std.	228	904	1,499
G-10 sport van (125-inch w.b.)	12,173	425	std.	228	904	1,499
G-10 Bonaventure (125-inch w.b.)	13,081	425	std.	248	904	1,499
G-10 Beauville (125-inch w.b.)	13,489	425	std.	248	904	1,499
G-20 Sport van (125-inch w.b.)	12,423	425	std.	228	904	1,499
G-20 Bonaventure	13,330	425	std.	248	904	1,499
G-20 Beauville	13,736	425	std.	248	904	1,499
G-30 Sport van (125-inch w.b.)	14,663	std.	std.	228	904	1,499
G-30 Bonaventure	15,571	std.	std.	248	904	1,499
G-30 Beauville	15,976	std.	std.	248	904	1,499
G-30 Heavy-duty sport van (125-inch w.b.)	14,093	std.	std.	—	904	1,499
G-30 H.D. Bonaventure	14,988	std.	std.	248	904	1,499
G-30 H.D. Beauville	15,388	std.	std.	248	904	1,499
DODGE Mini Ram van (112-inch w.b.)	9,717	549	292	155	840	N.A.
Mini Ram van (119-inch w.b.)	10,399	549	292	155	840	N.A.
Long Range Ram van B-150 (109.6-inch w.b.)	10,244	255	std.	N.A.	951	N.A.
Long Range Ram van B-150 (127.6-inch w.b.)	11,440	std.	std.	N.A.	951	N.A.
Ram valve wagon B-150	12,705	255	—	123	951	N.A.
Dodge van B-150 (109-inch w.b.)	10,839	255	std.	123	951	N.A.
B-150 (127.6-inch w.b.)	11,424	std.	std.	123	951	N.A.
B-250 (109.6-inch w.b.)	11,215	255	std.	123	951	N.A.
B-250 (127.6-inch w.b.)	11,828	std.	std.	123	951	N.A.
B-250 Maxivan (127.6-inch w.b.)	12,665	std.	std.	123	951	N.A.
B-350 (127.6-inch w.b.)	12,733	std.	std.	123	951	N.A.
B-350 Maxivan (127.6-inch w.b.)	13,570	std.	std.	123	951	N.A.
Dodge wagon B-150 (109.6-inch w.b..)	12,781	255	std.	123	951	N.A.
B-150 (127.6-inch w.b.)	13,284	std.	std.	123	951	1,753*
B-250 (127.6-inch w.b.)	13,714	std.	std.	123	951	1,753*
B-250 Maxiwagon (127.6-inch w.b.)	14,812	std.	std.	123	951	1,753*
B-350 (127.6-inch w.b.)	14,585	std.	std.	123	951	1,753*
B-350 Maxiwagon (127.6-inch w.b.)	15,788	std.	std.	123	951	1,753*
Caravan	10,887	**	std.	155	840	N.A.
Caravan SE	11,587	**	std.	std.	840	N.A.
Caravan LE	13,462	**	std.	std.	std.	N.A.
Grand Caravan SE	12,502	**	std.	std.	840	1,400
Grand Caravan LE	15,509	**	std.	std.	std.	560
*—V-8 models only **—Part of option package; not priced separately.						
FORD Aerostar Cargo van	10,540	607	std.	221	876	N.A.
Aerostar window van	10,924	607	std.	221	876	N.A.
Aerostar wagon	11,165	607	std.	211	846	1,422
Club wagon E-150 (138-inch w.b.)	14,621	std.	std.	146	927	1,627
E-250 (138-inch w.b.)	15,462	std.	std.	146	927	1,627
E-350 Super (138-inch w.b.)	16,901	std.	std.	146	927	1,627
Econoline E-150 Cargo van (124-inch w.b.)	10,949	626	std.	101	927	1,627
E-150 Cargo van (138-inch w.b.)	11,196	626	std.	101	927	1,627
E-150 Super cargo van (138-inch w.b.)	12,724	std.	std.	101	927	1,627
E-250 Cargo van (138-inch w.b.)	12,102	std.	std.	101	927	1,627
E-250 Super cargo van (138-inch w.b.)	12,810	std.	std.	101	927	1,627
E-350 Cargo van (138-inch w.b.)	12,907	std.	std.	101	927	1,627
E-350 Super cargo van (138-inch w.b.)	14,205	std.	std.	101	927	1,627
GMC Safari (cargo)	9,239	735	292	308	781	N.A.
Safari SLX (passenger)	10,745	550	292	347	736	1,320
Safari SLE (passenger)	11,538	550	292	347	736	1,320
Safari SLT (passenger)	12,877	550	292	347	736	1,320
Vandura/Rally (half-ton) Vandura (110-inch w.b.)	10,291	255	292	288	904	1,499
Rally (110-inch w.b.)	11,973	425	std.	288	904	1,499
Vandura (125-inch w.b.)	10,539	255	292	288	904	1,499
Rally STX (125-inch w.b.)	13,540	425	std.	288	904	1,499
Rally Custom (125-inch w.b.)	13,132	425	std.	288	904	1,499
Rally (125-inch w.b.)	12,224	425	std.	288	904	1,499
Vandura/Rally (three-quarter-ton) Vandura (110-inch w.b.)	10,916	255	std.	288	904	1,499
Vandura (125-inch w.b.)	11,168	255	std.	288	904	1,499
Rally STX (125-inch w.b.)	13,787	425	std.	288	904	1,499
Rally custom (125-inch w.b..)	13,381	425	std.	288	904	1,499
Rally (125-inch w.b.)	12,474	425	std.	288	904	1,499
Vandura/Rally (one-ton) (125-inch w.b.) H.D. Vandura	12,705	std.	std.	288	904	1,499
Vandura	12,595	std.	std.	288	904	1,499
H.D. Rally STX	15,388	std.	std.	288	904	1,499
H.D. Rally custom	14,988	std.	std.	288	904	1,499
H.D. Rally	14,093	std.	std.	288	904	1,499
Rally	14,633	std.	std.	286	904	1,499
Rally STX	15,976	std.	std.	288	904	1,499
Rally custom	15,571	std.	std.	288	904	1,499
MITSUBISHI cargo van	10,789	std.	260	440	N.A.	N.A.
CC cargo van	11,549	std.	260	440	N.A.	1,385
Wagon	14,269	std.	260	497	N.A.	1,385
LS wagon	15,789	std.	std.	std.	N.A.	1,385
NISSAN XE van	14,799	945	std.	*	std.	std.
GXE van	17,099	std.	std.	std.	std.	std.
*—Dealer installed; Nissan does not quote a price						
PLYMOUTH Voyager	10,887	*	std.	155	840	N.A.
Voyager SE	11,587	*	std.	std.	840	N.A.
Voyager LE	13,462	*	std.	std.	std.	N.A.
Grand Voyager SE	12,502	*	std.	std.	840	1,400
Grand Voyager LE	15,509	*	std.	std.	std.	560
*—Part of option package; not priced separately.						
TOYOTA cargo van-Window	10,808	640	335*	**	**	**
Cargo van-Panel	10,508	640	335*	**	**	**
Cargo van-Panel (4-wd)	12,928	750	std.	**	**	**
Deluxe passenger van	13,198	650	335*	360	N.A.	1,420
LE passenger van	15,258	650	std.	std.	N.A.	1,420
LE passenger van (4-wd)	17,328	760	std.	std.	N.A.	1,420

*—Power steering price includes tilt steering wheel.
**—Dealer or port-installed; Toyota does not quote a price.

Price average by month and car model year at auctions, 1987 and 1986

1987

Car Model year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1987	$13,158	$13,406	$13,443	$13,266	$11,046	$11,113	$11,512	$11,726	$11,357	$ 11,220	$ 10,564	$ 10,140
1986	11,461	10,038	9,609	9,460	9,287	9,187	9,032	8,934	8,808	8,624	8,454	8,322
1985	7,054	7,382	7,305	7,236	7,194	7,191	7,394	7,385	7,321	7,257	7,199	7,127
1984	5,811	5,940	5,825	5,732	5,718	5,727	5,756	5,754	5,764	5,711	5,640	5,574
1983	4,995	4,443	4,860	4,842	4,873	4,852	5,081	5,016	4,940	4,897	4,844	4,791
1982	3,599	3,628	3,755	3,727	3,705	3,687	3,684	3,648	3,607	3,549	3,504	3,441
1981	2,614	2,537	2,643	2,635	2,705	2,680	2,642	2,632	2,583	2,549	2,542	2,516
1980	1,997	2,167	2,155	2,170	2,141	2,134	2,068	2,072	2,044	2,022	1,996	1,896
Overall Average	$ 5,494	$ 5,711	$ 5,829	$ 5,832	$ 5,871	$ 5,900	$ 6,030	$ 6,070	$ 6,043	$ 6,001	$ 5,951	$ 5,898

1986

Car model year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1986	$8,769	$10,059	$10,173	$11,490	$11,292	$12,183	$12,574	$12,136	$11,846	$11,574	$11,299	$11,149
1985	8,509	8,655	8,774	8,803	8,650	8,558	8,522	8,520	8,472	8,414	8,286	8,144
1984	5,943	6,158	6,248	6,363	6,384	6,342	6,259	6,242	6,221	6,215	6,186	6,142
1983	5,206	5,232	5,370	5,515	5,516	5,530	5,501	5,502	5,459	5,442	5,420	5,386
1982	4,136	4,089	4,213	4,308	4,361	4,363	4,358	4,337	4,261	4,216	4,190	4,141
1981	3,163	3,302	3,382	3,458	3,423	3,422	3,395	3,388	3,333	3,277	3,244	3,177
1980	2,402	2,478	2,477	2,516	2,560	2,561	2,528	2,505	2,463	2,424	2,387	2,349
1979	1,954	2,348	2,246	2,199	2,195	2,172	2,164	2,145	2,109	2,086	2,069	2,035
Overall Average	$ 4,651	$ 4,811	$ 4,932	$ 5,093	$ 5,143	$ 5,194	$ 5,196	$ 5,237	$ 5,206	$ 5,196	$ 5,181	$ 5,129

ET CETERA

Auto dealers step up TV advertising by 9.6%

	1986	1987	Percent Change
Cal Worthington, Los Angeles	4,020,000	4,585,600	+ 14.1
Wilson Ford, Los Angeles	2,508,200	3,423,200	+ 36.5
Foothill Nissan, Los Angeles	1,066,200	2,778,500	+160.6
Frontier Ford, Dallas	2,874,900	2,541,600	− 11.6
Pete Ellis Motors, Los Angeles	1,550,000	2,517,800	+ 62.4
Cal Worthington, Seattle	2,538,800	2,433,800	− 4.1
Rosenthal Autos, Washington	798,900	2,319,700	+190.4
Cal Worthington, Sacramento	2,515,600	1,978,000	− 21.4
Sonoya Subaru, Phoenix	1,089,400	1,803,500	+ 65.5
Piemonte Ford, Chicago	904,100	1,559,300	+ 72.5
Celozzi-Ettleson Chevrolet, Chicago	1,635,200	1,502,600	− 8.1
Ocean Cadillac, Miami	1,128,000	1,308,100	+ 16.0
Nationwide Motor Sales, Baltimore	189,400	1,299,900	+586.3
Long-Lewis Ford, Birmingham	1,580,500	1,239,700	− 21.6
Jerry's Chevrolet, Baltimore	1,018,300	1,225,200	+ 20.3
Kott Ford, Los Angeles	265,800	1,215,600	+357.3
Tousley Ford Subaru, Minneapolis	935,000	1,162,300	+ 24.3
Potamkin Enterprises, Miami	735,000	1,117,900	+ 52.1
Ken Johns Motors, Albuquerque	582,200	1,107,700	+ 90.3
Ed Mullinax Ford, Cleveland	1,012,000	1,060,600	+ 4.8
Category Total	**$338,881,500**	**$371,418,700**	**+ 9.6**

SOURCE: Television Bureau of Advertising from analysis of Broadcast Advertisers Reports data in the top 75 markets.

Advertising agencies for importers and domestic automakers

General Motors

- Buick: McCann-Erickson, Troy, Mich.
- Buick Hispanic advertising: La Agencia De Orci and Associates, Los Angeles
- Cadillac: D'Arcy, Masius, Benton & Bowles, Bloomfield Hills, Mich.
- Chevrolet: Lintas:Campbell-Ewald Co., Warren, Mich.
- Chevrolet Hispanic advertising: Campbell-Ewald Latina, Miami
- GM Truck & Bus Group: McCann-Erickson, Troy, Mich.
- Oldsmobile: Leo Burnett, Southfield, Mich.
- Pontiac: D'Arcy, Masius, Benton & Bowles, Bloomfield Hills, Mich.
- AC-Delco: Lintas:Campbell-Ewald Co., Warren, Mich.
- Corporate: N W Ayer, Detroit
- General Motors Acceptance Corp.: Campbell-Ewald Co., Warren, Mich.
- GM Parts: D'Arcy Masius Benton & Bowles, Bloomfield Hills, Mich.
- GMF Robotics: D'Arcy Masius Benton & Bowles, Bloomfield Hills, Mich.
- Minority corporate advertising: Mingo Jones Advertising Inc., New York

Ford Motor Co.

- Ford Division: J. Walter Thompson, Detroit
- Ford Division black advertising: Burrell Advertising Inc., Chicago
- Ford Division Hispanic advertising: Hispania, New York (owned by J. Walter Thompson)
- Lincoln-Mercury Division: Young & Rubicam, Detroit
- Lincoln-Mercury black and Hispanic advertising: Uniworld Group, New York
- Corporate: Wells, Rich, Greene, New York
- Ford Motor Credit Co.: Wells, Rich, Greene, New York
- Ford New Holland (Tractors): Meldrum & Fewsmith, Southfield, Mich.
- Ford Parts & Serivce: Ogilvy & Mather, Dearborn, Mich.

Chrysler Corp.

- Chrysler-Plymouth Division: Bozell, Jacobs, Kenyon & Eckhardt, Birmingham, Mich.
- Dodge Division: BBDO, Southfield, Mich.
- Jeep/Eagle Division: William Esty, Southfield, Mich.
- Chrysler Credit: Ross Roy Inc., Detroit
- Chrysler Marine: Ross Roy Inc., Detroit
- Chrysler Motors minority advertising: Lockart & Pettus Inc., New York
- Chrysler Parts and Service Operation: Ross Roy Inc., Detroit
- Corporate: Bozell, Jacobs, Kenyon & Eckhardt, Birmingham, Mich.

Alfa Romeo: The Bloom Cos., New York

American Isuzu: Della Femina, Travisano & Partner, Los Angeles

Austin Rover of North America: Hal Riney and Partners, San Francisco

BMW of North America: Ammirati & Puris, New York

Daihatsu Motors of America: Admarketing, Los Angeles

Ferrari North America: Hank Forssberg Advertising, Hackensack, N.J.

Honda of America (Acura cars): Ketchum Advertising, Los Angeles

Honda of America (Honda cars): Rubin Postaer and Associates, Los Angeles

Hyundai Motor America: Backer Spielvogel Bates, New York

Jaguar Cars Inc.: Geer, DuBois Inc., New York

Lotus Performance Cars: McCann-Erickson, New York

Maserati Automobiles Inc.: The Martin Agency, Richmond Va.

Mazda Motors of America: Foote, Cone & Belding, Santa Ana, Calif.

Mercedes-Benz: McCaffrey & McCall, New York

Mitsubishi Motor Sales of America: Grey Advertising, New York

Nissan Motor Corp. in U.S.A.: Chiat/Day, Los Angeles

Peugeot Motors of America: HCM, New York

Porsche Cars North America Inc.: Fallon McElligot, Minneapolis

Range Rover of North America Inc.: Grace and Rothschild, New York

Rolls-Royce Motor Cars Inc.: Della Femina, Travisano & Partners, New York

Saab-Scania of America (cars): Lord, Einstein, Orville & Partners, New York

Subaru of America: Levine, Huntley Schmidt & Beaver Advertising, New York

Suzuki of America Corp.: Keye/Donna/Pearlstein, Los Angeles

Toyota Motor Sales U.S.A.: Saatchi & Saatchi DFS, Torrance, Calif.

Volkswagen of America (Volkswagen and Audi cars): DDB Needham Worldwide, Troy, Mich.

Volvo Cars of North America: Scali, McCabe, Sloves, New York

Yugo America Inc.: Lambert/Dale Advertising, New York

U.S. new-car inventories over 10 years

(Compiled by Automotive News)

	Unit Count	Days' Supply
1978		
January 1	1,730,914	70
February 1	1,887,540	86
March 1	1,951,780	74
April 1	1,991,003	61
May 1	2,007,914	61
June 1	1,970,221	58
July 1	1,911,089	53
August 1	1,724,195	52
September 1	1,510,410	57
October 1	1,606,309	54
November 1	1,629,382	48
December 1	1,717,908	56
1979		
January 1	1,729,221	67
February 1	1,872,697	76
March 1	1,957,340	69
April 1	1,974,082	62
May 1	1,913,597	62
June 1	2,033,997	66
July 1	2,152,834	80
August 1	2,026,315	73
September 1	1,752,661	67
October 1	1,751,694	70
November 1	1,743,012	65
December 1	1,767,097	73
1980		
January 1	1,661,718	75
February 1	1,598,548	71
March 1	1,610,544	68
April 1	1,567,187	61
May 1	1,584,804	76
June 1	1,597,866	83
July 1	1,627,857	80
August 1	1,506,681	72
September 1	1,336,595	69
October 1	1,373,383	71
November 1	1,389,549	56
December 1	1,439,998	65
1981		
January 1	1,448,450	80
February 1	1,421,023	78
March 1	1,334,919	59
April 1	1,216,068	44
May 1	1,348,836	66
June 1	1,471,656	70
July 1	1,664,871	83
August 1	1,675,193	87
September 1	1,485,692	64
October 1	1,426,922	69
November 1	1,480,768	81
December 1	1,491,078	83
1982		
January 1	1,471,053	107
February 1	1,431,983	97
March 1	1,325,073	70
April 1	1,246,648	58
May 1	1,260,633	66
June 1	1,212,727	52
July 1	1,364,214	78
August 1	1,377,130	83
September 1	1,379,434	88
October 1	1,350,366	69
November 1	1,295,704	69
December 1	1,164,338	52
1983		
January 1	1,125,989	65
February 1	1,180,291	71
March 1	1,248,384	68
April 1	1,235,313	55
May 1	1,193,296	53
June 1	1,194,510	47
July 1	1,209,000	47
August 1	1,102,103	48
September 1	1,108,570	55
October 1	1,195,755	55
November 1	1,224,092	48
December 1	1,307,756	55
1984		
January 1	1,357,995	63
February 1	1,477,399	63
March 1	1,537,290	59
April 1	1,579,155	56
May 1	1,541,985	53
June 1	1,467,214	47
July 1	1,445,799	52
August 1	1,297,864	47
September 1	1,277,484	57
October 1	1,266,201	54
November 1	1,296,182	51
December 1	1,405,417	58
1985		
January 1	1,417,164	63
February 1	1,565,456	65
March 1	1,603,527	59
April 1	1,572,998	53
May 1	1,615,026	52
June 1	1,546,188	50
July 1	1,576,762	58
August 1	1,579,595	65
September 1	1,413,483	51
October 1	1,242,071	36
November 1	1,433,567	65
December 1	1,605,832	78
1986		
January 1	1,629,649	73
February 1	1,767,086	72
March 1	1,867,265	73
April 1	1,906,998	76
May 1	1,945,048	70
June 1	1,866,853	62
July 1	1,859,576	63
August 1	1,725,524	69
September 1	1,557,291	63
October 1	1,291,280	35
November 1	1,412,637	68
December 1	1,531,295	71
1987		
January 1	1,506,557	58
February 1	1,734,299	105
March 1	1,869,591	81
April 1	1,945,438	74
May 1	1,912,132	72
June 1	1,910,805	77
July 1	1,900,096	75
August 1	1,657,974	71
September 1	1,436,835	57
October 1	1,396,454	57
November 1	1,558,931	80
December 1	1,686,501	83
1988		
January 1	1,682,600	79
February 1	1,676,858	79
March 1	1,608,461	62
April 1	1,574,529	58

Light-duty truck sales reach 4.67 million

	1987	1986
Vans	184,413	180,395
Aerostar	159,149	150,049
Club Wagon	27,300	27,374
Ranger	305,295	269,490
Bronco	51,782	49,588
Bronco II	120,905	103,020
Pickups	550,125	544,969
Ford	**1,398,969**	**1,324,885**
Vans	114,835	134,977
Sportsvan	11,979	15,614
Astro	148,205	147,932
S-10	224,807	203,416
S-10 Blazer	153,064	159,820
El Camino	13,743	21,508
Blazer	30,859	41,893
Suburban	57,962	61,226
Pickups	418,221	443,051
Chevrolet	**1,173,875**	**1,229,437**
Vans	64,265	73,706
Ram Wagon	30,505	39,843
Voyager	140,799	110,083
Caravan	153,191	115,964
Mini Ram Van	13,851	14,587
Ram 50	65,593	78,706
Raider	19,539	4,768
Ramcharger	23,667	23,006
Dakota	99,045	29,045
Pickups	97,670	106,451
Chrysler	**708,125**	**596,159**
Vans	38,565	39,622
Safari	32,232	31,178
S-15	49,191	46,084
S-15 Jimmy	38,841	
Jimmy	8,598	9,390
Caballero	1,705	2,542
Suburban	19,110	19,981
Pickups	115,839	112,799
P Model	5,602	4,665
W-4	1,534	1,292
GMC	**311,217**	**306,580**
Wrangler/CJ	30,663	35,267
Wagoneer	12,305	12,800
Cherokee	112,005	107,225
Grand Wagoneer	14,079	17,254
Comanche	38,061	33,453
J-10/J-20	1,327	1,515
Jeep	**208,440**	**207,514**
Toyota	303,783	384,150
Nissan	216,514	223,406
Mazda	123,699	157,127
Isuzu	86,990	88,720
Mitsubishi	51,862	34,985
Suzuki	81,349	47,732
Subaru	1,274	4,142
Range Rover	2,586	—
Imports	**868,057**	**940,262**
Industry Total	**4,668,483**	**4,604,837**

NOTE: *—Nissan includes domestic units built in Tennesee.

U.S. car production by months

1982-1987

	1982	1983	1984	1985	1986	1987
January	266,858	452,949	670,687	761,921	759,222	639,238
February	311,926	511,981	695,171	673,582	702,646	686,161
March	455,808	589,394	783,807	747,433	668,838	742,780
April	474,222	549,322	672,200	757,752	741,584	655,867
May	499,242	627,517	712,979	776,811	697,077	623,265
June	546,807	692,046	684,381	694,122	722,608	654,307
July	436,644	473,239	524,872	618,537	512,588	355,015
August	353,656	536,421	557,060	550,469	480,857	413,076
September	425,047	663,210	541,792	635,329	640,760	571,768
October	415,197	717,972	701,686	760,970	731,245	671,316
November	404,542	684,263	678,927	668,083	587,724	584,322
December	383,921	614,038	554,159	541,031	584,548	487,877
Yearly Totals	4,973,870	7,112,352	7,777,721	8,186,040	7,829,697	7,094,992

ET CETERA

Total TV ad spending by vehicle makers, dealers climbs 19.2% in 1987

	1986			1987			
	Network TV	Spot TV*	Total TV	Network TV	Spot TV*	Total TV	% Change
General Motors	$204,320,000	$197,045,900	$ 401,365,900	$238,425,600	$ 261,474,200	$ 499,899,800	+ 24.5
Ford Motor Co.	183,512,400	117,643,600	301,156,000	161,158,400	143,386,900	304,545,300	+ 1.1
Chrysler Corp.	96,450,700	65,714,200	162,164,900	151,569,300	113,910,600	265,479,900	+ 15.0
American Motors	50,585,200	18,103,100	68,688,300	(included in Chrysler whole year)			
Toyota Motor Sales	33,104,000	127,189,900	160,293,900	45,298,300	118,368,700	164,667,000	+ 2.7
Nissan Motor Co.	46,266,200	91,813,700	138,079,900	46,679,500	95,518,200	142,197,700	+ 3.0
Honda Motor Co.	35,706,500	34,787,200	70,493,700	62,496,400	51,526,400	114,022,800	+ 61.7
Mazda Motor Corp.	39,143,900	32,238,100	71,382,000	51,623,200	44,044,700	95,667,900	+ 34.0
Hyundai Corp.	4,077,300	39,519,600	43,596,900	13,205,200	65,509,400	78,714,600	+ 80.6
Volkswagen	49,418,300	36,696,500	86,114,800	49,628,100	28,410,300	78,038,400	– 9.4
Subaru	14,072,000	27,918,500	41,990,500	31,603,100	34,672,700	66,275,800	+ 57.8
BMW	17,559,600	16,560,600	34,120,200	27,474,900	18,023,800	45,498,700	+ 33.3
Mitsubishi Corp.	3,382,700	23,862,800	27,245,500	8,373,400	35,930,100	44,303,500	+ 62.6
Isuzu Motor Co.	5,931,400	23,167,100	29,098,500	5,853,000	28,283,200	34,136,200	+ 17.3
Daimler-Benz	25,182,800	3,567,000	28,749,800	19,546,200	8,643,300	28,189,500	+ 1.9
Suzuki Motor Co.	—	12,377,200	12,377,200	4,400,800	23,607,100	28,007,900	+126.3
Austin Rover Group	—	—	—	639,600	15,054,300	15,693,900	
Bricklin Industries	7,630,500	3,622,100	11,252,600	12,446,600	2,154,100	14,600,700	+ 29.8
Volvo	3,986,800	10,805,400	14,792,200	1,007,600	13,177,300	14,184,900	+ 4.1
Porsche	1,959,600	8,486,800	10,446,400	81,000	11,991,500	12,072,500	+ 15.6
Category Total	$824,921,100	$915,941,000	$1,740,862,100	$932,510,200	$1,143,094,400	$2,075,604,600*	+ 19.2

SOURCE: Television Bureau of Advertising from analysis of Broadcast Advertisers Reports data.

NOTES: *—Spot TV includes national syndication advertising.
Table includes new passenger cars, trucks and vans, leasing. Excluded is non-car, non-truck TV advertising. Exclusions are: Chrysler $10,300 in 1986 (Gulfstream), $42,000 in 1987 (concerts); Ford $5,836,400 in 1986 and $3,193,800 in 1987 (First Nationwide, Motorcraft, parts & service, used cars, tractors, Sperry Holland, financing, races); General Motors $32,424,700 in 1986 and $38,775,800 in 1987 (financing, AC Delco, parts & service, used cars); Honda $31,275,700 in 1986, $20,281,200 in 1987 (all terrain vehicles, generators, mowers, motorcycles, scooters); Mitsubishi $15,000 in 1986, $2,638,800 in 1987 (color TVs, tractors); Nissan $28,800 in 1987 (parts & service); Suzuki $2,925,800 in 1986 and $1,212,200 in 1987 (all terrain vehicles, motorcycles; Toyota $199,700 in 1986 and $1,376,800 in 1987 (used cars, parts & service).

Ford Div. tops 1987 list of leading TV advertisers by nameplate

	1986			1987			
	Network TV	Spot TV*	Total TV	Network TV	Spot TV*	Total TV	% Change
Chevrolet	$54,172,300	$38,876,700	$93,049,000	$58,218,400	$58,357,200	$116,575,600	+ 25.3
Ford	75,433,400	42,192,600	117,626,000	62,036,800	52,602,100	114,638,900	– 2.5
Pontiac	31,413,800	41,144,400	72,558,200	44,256,400	53,087,700	97,344,100	+ 34.2
Toyota	19,818,200	56,595,300	76,413,500	31,246,600	64,857,400	96,104,000	+ 25.8
Nissan	26,273,700	39,295,300	65,569,000	23,001,600	57,109,700	80,111,300	+ 22.2
Honda	30,797,300	25,920,000	56,717,300	38,877,900	40,666,400	79,544,300	+ 40.2
Hyundai	4,077,300	39,519,600	43,596,900	13,205,200	65,509,400	78,714,600	+ 80.6
Mazda	21,479,500	18,913,400	40,392,900	39,828,500	33,853,500	73,682,000	+ 82.4
Oldsmobile	26,222,600	39,705,700	65,928,300	21,048,700	52,067,200	73,115,900	+ 10.9
Subaru	14,072,000	25,687,200	39,759,200	31,603,100	34,672,700	66,275,800	+ 66.7
Buick	23,042,400	24,720,300	47,762,700	37,699,700	27,747,900	65,447,600	+ 37.0
Volkswagen	33,812,400	19,063,600	52,906,000	32,842,000	22,212,300	55,054,300	+ 4.1
Mercury	31,433,600	15,797,900	47,231,500	28,305,400	26,222,000	54,527,400	+ 15.4
Dodge	22,538,800	20,257,800	42,796,600	25,541,100	20,420,400	46,781,500	+ 9.3
BMW	17,559,600	15,560,600	34,120,200	27,474,900	18,023,800	45,498,700	+ 33.3
Cadillac	14,084,700	12,565,100	26,649,800	17,088,700	18,245,600	35,334,300	+ 32.6
Acura	4,903,300	8,867,200	13,776,500	23,618,500	10,860,000	34,478,500	+150.3
Chrysler	16,078,300	4,912,300	20,990,600	17,797,300	13,733,500	31,530,800	+ 50.2
Mitsubishi	—	14,219,900	14,219,900	1,476,800	27,144,700	28,621,500	+101.3

NOTES: *—Spot TV includes national syndication advertising.
Table includes leasing. Expenditures for television commercials advertising two nameplates or vehicle types are divided between the two brands.
SOURCE: Television Bureau of Advertising from analysis of data compiled by Broadcast Advertisers Reports.

Truck, van, sport-utility TV ad spending rises $27.96 million

	1986			1987			
	Network TV	Spot TV*	Total TV	Network TV	Spot TV*	Total TV	% Change
Ford	$35,260,000	$34,339,100	$69,599,100	$34,282,800	$43,293,800	$77,576,600	+ 11.5
Chevrolet	35,870,600	25,428,900	61,299,500	43,319,200	30,377,100	73,696,300	+ 20.2
Toyota	13,285,800	69,552,000	82,837,800	14,566,800	52,909,600	67,476,400	– 18.5
Dodge	19,467,100	19,421,600	38,888,700	30,170,500	28,006,100	58,176,600	+ 49.6
Nissan	19,992,500	52,365,800	72,358,300	15,899,100	37,726,800	53,625,900	+ 25.9
Jeep	27,955,400	9,857,100	37,812,500	20,704,500	14,822,300	35,526,800	– 6.0
Suzuki	—	12,377,200	12,377,200	4,400,800	23,607,100	28,007,900	+126.3
GMC	3,144,500	10,258,200	13,402,700	6,792,800	18,117,500	24,910,300	+ 85.9
Mazda	17,664,800	13,324,700	30,989,500	11,794,700	10,191,200	21,985,900	+ 29.1
Isuzu	4,870,100	12,738,800	17,608,900	3,535,500	12,665,900	16,201,400	– 8.0
Mitsubishi	3,382,700	9,545,300	12,928,00	6,896,600	8,785,400	15,682,000	+ 21.3

NOTES: *—Spot TV includes national syndication advertising.
Expenditures for television commercials advertising two nameplates or vehicle types are divided between the two brands.
SOURCE: Television Bureau of Advertising special analysis of data compiled by Broadcast Advertisers Reports.

Imported new-car inventories

(Compiled by Automotive News)

	Unit Count	Days' Supply
1983		
January 1	380,316	54
February 1	355,603	49
March 1	316,745	41
April 1	287,408	35
May 1	294,703	40
June 1	275,411	33
July 1	251,787	28
August 1	227,819	27
September 1	195,418	25
October 1	200,939	30
November 1	217,965	29
December 1	224,290	29
1984		
January 1	223,527	30
February 1	205,337	26
March 1	207,683	28
April 1	212,315	27
May 1	221,547	32
June 1	213,780	23
July 1	216,815	25
August 1	197,688	24
September 1	184,513	24
October 1	179,171	24
November 1	186,567	24
December 1	232,152	27
1985		
January 1	259,033	33
February 1	262,990	33
March 1	250,216	31
April 1	221,179	29
May 1	262,444	34
June 1	297,000	29
July 1	310,221	31
August 1	291,871	29
September 1	293,268	31
October 1	280,248	29
November 1	276,006	28
December 1	304,079	31
1986		
January 1	338,315	28
February 1	329,798	36
March 1	333,893	37
April 1	338,084	37
May 1	346,487	38
June 1	387,911	37
July 1	400,106	40
August 1	443,244	40
September 1	437,297	41
October 1	391,724	36
November 1	425,608	42
December 1	455,303	41
1987		
January 1	473,165	38
February 1	471,547	62
March 1	531,520	58
April 1	539,759	57
May 1	567,879	61
June 1	606,583	58
July 1	650,508	60
August 1	628,337	54
September 1	606,500	51
October 1	547,966	48
November 1	565,743	56
December 1	583,128	57
1988		
January 1	677,306	61
February 1	661,940	72
March 1	702,748	75
April 1	670,608	67

Data Sources

Most of the information in the 1988 Market Data Book has been researched and compiled by the staff of Automotive News. Permission to reprint may be obtained from the editorial offices, 1400 Woodbridge, Detroit, MI 48207. Phone: (313) 446-6000.

Following are addresses of outside firms that have supplied other data for this year's book. Permission to reprint these tables must be obtained from them.

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Crain Communications Inc.
740 Rush Street
Chicago, IL 60611
Phone: (312) 649-5200

Automotive Industry Data Ltd.
34 St. John St.
Lichfield, Staffordshire WS13 6PB
England
Phone: (44) 5432 57295
or contact Bemco Inc.
P.O. Box 586
Windsor, CT 06095
Phone: (203) 683-0035

Japan Automobile Manufacturers Assn.
1050 17th St. N.W.
Washington, D.C. 20036
Telex: 248-493 (248-493 JAMA UR)
Phone: (202) 296-8537

Motor Vehicle Manufacturers Assn.
300 New Center Bldg.
Detroit, MI 48202
Phone: (313) 872-4311

Motor Vehicle Manufacturers Assn.
25 Adelaide St. E., Suite 1602
Toronto, Ontario M5C IY7
Canada
Phone: (416) 364-9333

National Automobile Dealers Assn.
8400 Westpark Dr.
McLean, VA 22102
Phone: (703) 821-7000

R.L. Polk Co.
431 Howard St.
Detroit, MI 48231
Phone: (313) 961-9470

R.L. Polk Co. of Canada
220 Bartley Dr.
Toronto, Ontario M4A 1G2
Canada
Phone: (416) 755-7761

Recreation Vehicle Industry Assn.
1896 Preston White Dr.
P.O. Box 2999
Reston, VA 22091
Phone: (703) 620-6003

Strategy Support Associates
12305 Oak Park Blvd.
Garfield Heights, OH 44125
Phone: (216) 581-6323

Television Bureau of Advertising
477 Madison Ave.
New York, NY 10022
Phone: (212) 486-1111 ■

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Vector postpones stock sale

New Jersey blocks car firm's plans

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

Vector Aeromotive Corp., a new California company with a decade-old dream of building a 200-mph sports car, has postponed a bid to raise $6 million through a public stock offering.

The initial registration statement ran aground in New Jersey when the New Jersey Bureau of Securities recommended denial of the company's application.

Vector had hoped to market 60 million common shares at 10 cents a share beginning May 12. However, the sale has now been delayed until at least late June, the underwriter said.

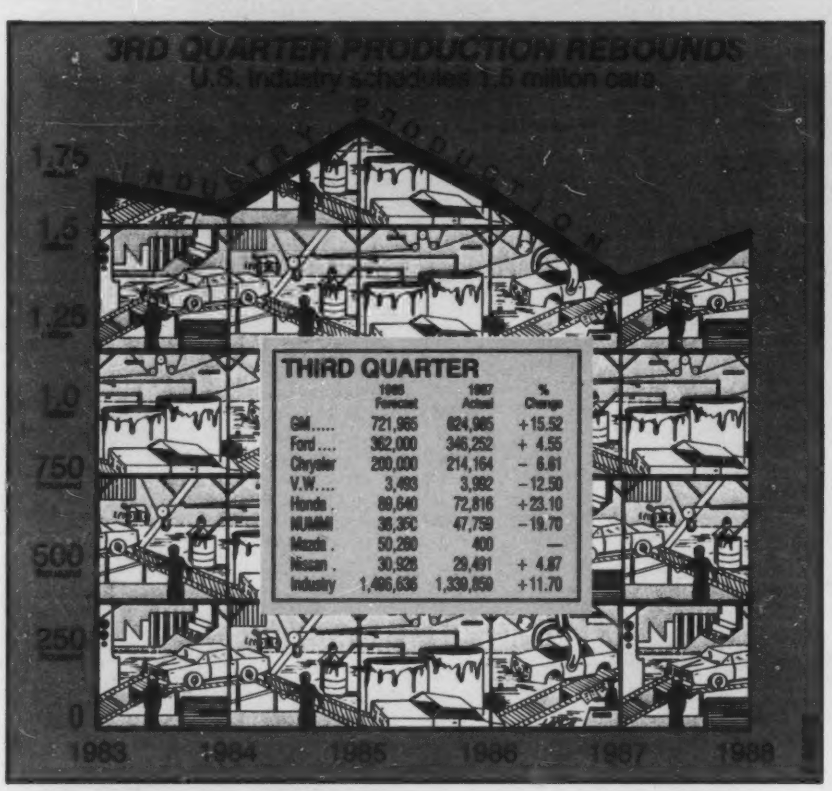
"The company has some issues to resolve with regulators in New Jersey," said securities analyst Cary Polevoy, with the company's underwriter, Blinder, Robinson & Co., Englewood, Colo. "The preliminary prospectus is being revised to satisfy them."

James Smith, New Jersey Bureau of Securities chief, said the state agency issued a summary order postponing the offering's effectiveness in the state. The agency rejected certain exemptions and recommended denying the application altogether.

"The basis was insolvency," he said. "Vector Aeromotive had a predecessor company called Vector Car, and the bureau alleges Vector Car is insolvent and, according to the documents, has 47 percent ownership of Vector Aeromotive."

He said the company asked for a

see VECTOR, page 47



THIRD QUARTER

	1988 Forecast	1987 Actual	% Change
GM.....	721,965	624,965	+15.52
Ford....	362,000	346,252	+ 4.55
Chrysler	200,000	214,164	− 6.61
V.W....	3,493	3,992	−12.50
Honda .	89,640	72,816	+23.10
NUMMI	38,350	47,759	−19.70
Mazda .	50,260	400	—
Nissan .	30,928	29,491	+ 4.87
Industry	1,496,636	1,339,859	+11.70

MORE CARS: *3rd-quarter output slated to climb 12%*

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

U.S. auto production for the third quarter is scheduled to increase almost 12 percent from last year's total if car sales continue at their current strong pace.

Output for the three-month span is targeted at 1,496,636, 11.70 percent more than last year's 1,339,859. Most of the increase comes from General Motors, which had two plants down for extended changeover periods last year.

Increases also are slated at Ford Motor Co., Honda, Nissan and Mazda. Third-quarter schedules at Chrysler Motors, Volkswagen of America and New United Motor Manufacturing Inc. call for fewer cars than last year.

Currently, several GM and Ford plants are working daily and Saturday overtime and are expected to continue if sales hold up.

Through mid-May, sales for each of the Big 3 were ahead of last year, and the production schedule reflects that.

The Big 3 also have increased their overall share of the total U.S. market. It was 70.76 percent for the first four months of this year vs. 69.82 percent last year. The Japanese share is down slightly: 20.92 percent this year compared with 21.12 percent last year. This, too, portends continued strong production schedules.

Detroit analyst Arvid Jouppi thinks the economy is strong enough to top 1987's 15.3 million new-car and truck sales.

Ford analyst Ray Windecker pointed out

see OUTPUT, page 48

Chrysler TC may miss big ragtop time

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — Chrysler's long-delayed, Maserati-built TC luxury two-seater that was due in California dealerships in mid-May will be at least two months late as Chrysler engineers complete last-minute quality fixes.

The late launch cuts into warm weather sales for the convertible, especially in northern locales that apparently won't get the car until late summer at the earliest.

A $30,000 price has been announced to dealers, significantly less than company insiders said was likely when the Chrysler-Maserati hybrid was shown to the press last winter, but on target with the company's original price forecasts.

The TC had been slated for a mid-May debut on the West Coast, with supplies moving gradually to other parts of the country.

West Coast shipments are now slated to arrive "at the end of July," said Anthony P.G. Richards, Chrysler's director of Lamborghini and Maserati programs.

The TC is already more than a year late in coming to U.S. showrooms. The car was originally slated for an early 1987 debut.

Low-volume production at Maserati's Innocenti plant in Milan began earlier this month. Richards said two production cars have been sent to Chrysler's Chelsea (Mich.) Proving Grounds for final pre-launch verification testing. Assuming no further problems emerge, production cars will be released for dealer shipments.

The latest delay is traced to the hardtop roof offered as a no-cost option.

"We experienced a bit of difficulty with the hardtop," said Richards. "We had to get the part right, the fit and finish."

A Chrysler spokesman last week cited "some minor refinements and changes," some of which grew out of suggestions made during press previews. For example, he said Chrysler decided to outfit the TC with a wooden steering wheel and gearshift lever.

After the initial launch, the cars will be introduced in East Coast locations, such as metropolitan New

see CHRYSLER TC, page 47

Today's issue has ballot for auto All-Stars

It's All-Star time.

No, not like in Major League Baseball All-Star time. That's coming up at Riverfront Stadium in Cincinnati, July 12.

We're talking Automotive News All-Star time — which is now.

As an Automotive News reader, you are eligible to vote for the men and women of the automotive world you believe deserve special recognition for jobs well done.

Your choices should be made on the basis of exceptional individual achievement during the past year.

There are 30 "positions" to vote for on the ballot that appears on page 11, including Rookie of the Year. There is no list of nominees.

see ALL-STAR, page 44

AUTOMOTIVE NEWS/JOE WILSSENS

Mugg: (The auto industry) is no different than Procter & Gamble: We have got to earn shelf space; we've got to earn dealer share of mind every day."

Mugg — Audi healer

New U.S. chief charts slow, steady cure

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

TROY, Mich. — Dick Mugg poured himself a glass of wine, spotted an approaching reporter and promptly voiced a wish to spend the San Francisco late afternoon away from spotlights.

"Isn't there another story in town?" asked the newly appointed head of Audi of America.

Not in the Audi hospitality suite there wasn't. Hours earlier, he had been cast before dozens of impatient faces at the Audi dealer meeting during the National Automobile Dealers Association convention.

For two years the dealer body had watched the company fall to its knees because of charges of unintended acceleration in Audi cars. And now, on this February morning, they were aiming their pent-up wrath at a guy who had been on the job for two weeks.

Mugg listened, empathized, and won some allies. "I'd be asking tough questions, too," he said.

Mugg could afford to say that because he had been perched elsewhere in the Volkswagen of America organization during Audi's dramatic sales slide. For eight years, the former Marine had been working in VWoA's corporate sales and marketing office. There he focused

see MUGG, page 50

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Toyota weighs U.S. truck output Page 2

Riney agency wins Saturn ad account Page 3

Chrysler charts Lamborghini upturn Page 7

Jaguar eyes mechanical air bags

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Safety sources here say Jaguar Cars Ltd. plans to offer an all-mechanical air-bag system in its 1990 models.

A Jaguar spokesman confirmed the company is working on an all-mechanical air-bag system with Breed Automotive Corp. of Boonton, N.J., but said, "We have nothing further to announce at this time." Jaguar's use of the Breed system would mark the debut of all-mechanical air bags in production vehicles.

Breed has been touting the simplicity and low cost of its design for several years. Early estimates from the company put high-volume production costs at $40 per unit compared with $800 for competing systems.

Breed's system is a departure from rival designs in that it does not use electrical sensors. Instead, a single module is located in the steering wheel hub for the driver and another similar module is placed in the instrument panel for the front passenger.

In a crash, the displacement of a ball within each module releases a firing pin, which impacts a primer and ignites the gas-generating material needed to inflate the air bag. Wiring is not required and there is no electrical diagnostic equipment or backup electrical power.

Late last year, NHTSA completed an evaluation of the Breed system and said, "The air-bag system was demonstrated to be timely and effective in its protective function in frontal pole and angular barrier crashes and to protect the driver, who was otherwise unrestrained, in perpendicular barrier crashes up to 35 mph."

The report said Breed's mathematical predictions about the system's operation "compared favorably with results measured in tests. Sled test dummy injury measures indicate good protection for the range of driver sizes, both with and without supplementary belt restraints."

Breed has licensed the all-mechanical air-bag system and other Breed sensor technology to Tokai-Rika Co., a wholly owned subsidiary of Toyota Motor Corp.

GLENN TRIEST

Greenwald finds some safety pals
Chrysler Motors Chairman Gerald Greenwald, left, and Muppet creator Jim Henson launch a traffic safety show for children that will tour more than 100 of the nation's largest shopping centers during the next three years. Plymouth is sponsoring the "Play It Safe!" show, which features a musical ride for youngsters around a miniature movie lot. Stars are Muppets Kermit, Miss Piggy, Gonzo and Fozzie.

More help for Allante

Top rebate for dealers rises to $9,000

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

Determined to revive interest in its beleaguered $56,533 Allante model, Cadillac is offering dealers up to $9,000 on certain Allantes sold until the end of the model year and is increasing the amount of national advertising for the car.

Meanwhile, American Isuzu announced a $1,500 dealer incentive program, and Ford Motor Co. and Chrysler Motors are continuing programs on certain models.

Norman Jay, Cadillac assistant manager of sales promotion, said the division is extending both dealer cash incentives and consumer programs such as a special leasing program and a guaranteed resale offer in order to create awareness for the car.

"We're entering into a different arena — a competitive arena — with a $56,000 car and we need to keep the momentum going," Jay said.

Cadillac is offering its dealers $7,500 on new 1987 Allantes and $9,000 on 1987 models used as dealer demonstrators until the end of the model year. It previously offered $2,500 on 1987 Allantes and $4,000 on 1987 Allante demonstrators; those incentives were scheduled to expire May 31.

In addition, Cadillac is giving dealers $5,000 on new 1988 Allantes and $8,000 on 1988 Allantes used as demonstrators. In order for 1988 Allante demonstrators to be eligible, the dealer must classify the car as a demonstrator at least 90 days before it is sold.

Cadillac is hoping the dealers will use the money to advertise the Allante in their local area and support increased efforts to advertise the car nationally.

The division also extended its Ultra Lease program and guaranteed resale program for Allante buyers until the end of the model year.

The Ultra Lease program offers 6.5 annual-percentage-rate financing on 12- to 60-month loans for the 1987 Allante. The capitalized cost of the Allante (invoice price plus dealer profit) cannot exceed $43,505 to qualify for the low-interest loan.

The guaranteed resale program for the Allante, retroactive to the beginning of the model year, offers a guarantee that the resale price of the Allante as a percentage of the retail price will not fall below that of the Mercedes-Benz 560-SL.

The customer must trade the Allante for a current-model Cadil-

see INCENTIVES, page 48

Riney agency wins Saturn ad account

By John A. Russell
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — The advertising plum of the decade — Saturn Corp.'s estimated $100 million account — was awarded to Hal Riney & Partners last week after a search that started last October.

The announcement could sound the death knell for the most revered of the advertising world's sacred cows: the 15 percent agency commission. Riney will work under a "non-traditional" compensation package, which probably means cost plus performance bonuses.

Also, advertising for Saturn will break sooner than most realize. The biggest near-term project is positioning Saturn as a corporation separate from General Motors. The advertising could break nearly one year before the car is introduced in the fall of 1990.

At a press conference last week, Donald W. Hudler, Saturn vice president for sales, service and marketing, announced the appointment of San Francisco-based Riney as its "communications partner."

As for the compensation, Hudler said it "will not be the traditional arrangement."

Though neither party would reveal any details about the specific compensation the agency will receive, it was clear in talking with the agency's chairman, Hal Riney after the press conference, that the standard 15 percent agency fee, a tradition in the advertising business, is dead.

Riney called the 15 percent commission "a stupid system" that is not fair to the agency or the client.

Apparently the advertising world does not view this action as an immediate threat. Harry Paster, executive vice president of the American Association of Advertising Agencies, said in a prepared statement that this "isn't the first time for General Motors to break ranks with the 15 percent commission."

Paster added, "I don't think Saturn spells the end (of the 15 percent commission). It is still a well established arrangement."

Riney denied reports that the compensation would be tied to sales. However, the compensation package will be incentive-based. Riney said it would probably "be based on cost" with additional money to be paid out by Saturn "based on excellence."

What emerges, and Riney did not disagree, is a cost plus performance bonus system. He said details of the compensation package are being developed.

Saturn is only the second automotive account for Hal Riney & Partners. Only recently, it obtained its first auto client, Austin Rover Cars of North America (ARCONA).

ARCONA, which sells the Sterling automobile, terminated its relationship with Riney last week.

Riney was the smallest agency among the final three in the Saturn selection process. Other contenders were N W Ayer of New York, which billed approximately $1.18 billion in 1987; and Hill, Holliday, Connors, Cosmopulos of Boston, which billed bout $260 million. Riney had about $200 million in billings last year.

Saturn executives and Riney declined to reveal anything about the strategic plan that won the account.

One of the toughest challenges facing the agency will be to create an identity for Saturn separate from parent GM. When it formed the subsidiary, GM said it intended to build and market its car as an import killer. In effect, GM formed a new corporation, rather than a division, and that enabled it to negotiate new contracts with the UAW and develop new franchise agreements for dealers.

Jim Travis, president of Riney, said he viewed this as a challenge that would have to be met by working to position Saturn in the marketplace almost a year before the car is launched.

Riney's major coup was its work for Gallo Winery, including its famous ads for the Bartels & Jaymes wine coolers. Riney resigned the Gallo account last year.

Hal Riney said last week that "automotive advertising has a certain sameness." He also said there will "never be a picture of a car going down a wet, windy road with pylons" in an ad done by his company.

His work for ARCONA demonstrated that theory although those efforts met with mixed reviews.

INDEX

Around the world 18-20
Auction dates 34
Classifieds 35-43
Coming events 30
Dealing with dealers 46
Legal briefs 45
Marketing and media 26
News briefs 8
Obituaries 48
Opinion 10
Personnel 44
Production 51
Recreation on wheels 14
Sales, car 43

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3 GM executives join World Congress faculty

DETROIT — In addition to General Motors President Robert C. Stempel, who will be the keynoter, three other GM executives will address the 13th annual Automotive News World Congress, which will be held at the Westin Hotel, July 17-20.

They are: Robert J. Eaton, vice president and group executive, technical staffs group; Marina v.N. Whitman, vice president and group executive, public affairs staffs group; and Thomas J. Davis, chief engineer of the Buick-Oldsmobile-Cadillac Group's Lansing automotive division.

Eaton, who joined GM in 1963 as a college-graduate-in-training with Chevrolet, moved into his current post on May 1, 1986. Previously, he had served as vice president in charge of the advanced engineering staffs.

Eaton's technical staffs group includes the advanced engineering, current engineering and manufacturing services, design and research staffs and the patent section.

He is chairman of the Metropolitan Center for High Technology in Detroit and the advisory committee for the Stanford Institute for Manufacturing and Automation. He is active in the SAE and serves on several committees.

Before becoming head of the public affairs staffs group on April 1, 1985, Whitman was vice president and chief economist of GM.

Prior to joining GM, she achieved academic recognition for her expertise in international economics as a faculty member of the University of Pittsburgh.

She is a former member of the President's Council of Economic Advisors. Appointed in 1970, she advised members on a variety of international issues, such as trade agreements and foreign exchange rates.

The president subsequently appointed her to the Federal Price Commission, where she helped administer Phase II wage-price controls.

Whitman's public affairs staffs group is made up of GM's economics, environmental activities, industry-government relations and public relations staffs.

Davis was named chief engineer of B-O-C's Lansing product team (now the Lansing automotive division) on Aug. 5, 1986. Prior to that, he served as a product development program manager for GM's Chevrolet-Pontiac-Canada Group.

He began his GM career as an hourly rate employee at Pontiac in 1964. Following graduation from GM Institute, he was assigned to Pontiac's product engineering activities.

In 1982, Davis was named a Sloan Fellow at the Massachusetts Institute of Technology, receiving an MBA the following year. He then returned to Pontiac as manager of industrial engineering and manufacturing staff operations, and was appointed program manager for C-P-C in 1984.

Whitman and Davis will address the World Congress on Monday, July 18, at 9 a.m. and 3:45 p.m., respectively. Eaton will speak on Tuesday, July 19, at 9:45 a.m.

The World Congress will begin with Stempel's State of the Industry keynote address on Sunday, July 17, at 7:45 p.m.

Co-keynoter Dieter Spethmann, chairman of the executive board of Thyssen AG of West Germany, will deliver the State of the Supplier Industry address at 8:30 p.m.

For further information, write Automotive News World Congress, 1400 Woodbridge, Detroit, MI 48207 or telephone 313-446-6047. The cable address is TWX 810-221-5122 AUTNEW DET.

Wholesale shipments up for quarter

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Wholesale RV shipments in the first quarter of 1988 were at their highest quarterly level in nine years, and van conversion deliveries were slightly ahead of last year.

RV manufacturers wholesaled 105,000 units in the first three months of this year, up 2.74 percent from 102,200 a year earlier, according to the Recreation Vehicle Industry Association.

In March, the industry shipped 39,900 units, up 2.05 percent from 39,100 a year earlier, RVIA reported.

The initial decline in consumer sentiment following last October's stock market crisis has been offset by subsequent gains in overall consumer perceptions of future economic events. The Index of Consumer Sentiment was up to 94.6 in March, its highest level since 1986, the RVIA said.

Consumers adopted a "wait-and-see" attitude in th final months of 1987, but they now appear to have adjusted their frame of reference as to how economic events might affect them personally and overall consumer confidence has overcome earlier losses, RVIA said.

This renewed confidence indicates consumer spending will remain favorable throughout the year ahead.

Deliveries of van conversions slowed a bit in March after a red-hot February.

Converters wholesaled 17,000 units, off 3.95 percent from 17,700 a year earlier. Three-month shipments of 47,500 van conversions were up 2.37 percent from last year's 46,400.

Shipments of vans with the seat-delete option by the four major domestic manufacturers to converters were up in March, however, signaling future increases in wholesale shipments by converters to dealers.

Detroit van manufacturers shipped 23,000 van chassis to converters in March, up 4.55 percent from 22,000 a year ago.

For three months of this year, manufacturers shipped 52,000 van chassis to converters, nearly equal to the 52,300 of a year ago.

Recreational Vehicle Wholesale Deliveries

	March 1988	March 1987	% change	3 mos. 1988	3 mos. 1987	% change
Travel trailers	6,500	6,200	+ 4.8	15,800	16,800	− 6.0
Park Trailers	600	500	+20.0	1,900	1,700	+11.8
Travel trailers—5th wheel	3,000	2,500	+20.0	7,800	6,400	+21.9
Folding camping trailers	4,900	4,400	+11.4	11,800	10,400	+13.5
Truck campers	1,200	1,200	+00.0	2,600	2,500	+ 4.0
Towable RV total	16,200	14,800	+ 9.5	39,900	37,800	+ 5.6
Conventional (type A)	3,700	3,500	+ 5.7	10,200	9,600	+ 6.3
Van Campers (type B)	500	500	−00.0	1,200	1,600	−25.0
Chopped vans (all)	2,500	2,600	− 3.8	6,200	6,800	− 8.8
Motor home total	6,700	6,600	+ 1.5	17,600	18,000	− 2.2
Van conversions	17,000	17,700	− 4.0	47,500	46,400	+ 2.4
TOTAL ALL RVs	39,900	39,100	+ 2.0	105,000	102,200	+ 2.7

Source: Recreation Vehicle Industry Association.

Positioning boosts sales for converter

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

RENO, Nev. — Proper positioning is a key to success in the van conversion business, even though many competitors pay scant attention to it, following whatever is currently hot.

U.S. Conversions Inc., Elkhart, Ind., with the aid of Hills, Hills & Associates, a San Francisco research firm, mapped out a positioning strategy that helped it boost sales 62 percent in the first half of the 1988 model year.

It positioned itself in the mid to upper end of the market, where higher-volume, more-profitable and stable converters are concentrated, according to Michael Hills, president of Hills & Hills.

That segment, the fastest-growing and least vulnerable to change, includes conversion packages wholesale priced at $4,500 and up.

Proper positioning dictates not only products and prices, but the entire wholesale/retail marketing strategy behind selling them.

For example, it means using "feature/benefit" oriented dealers, those used to selling mid to upscale automotive products, rather than "price/value" oriented dealers. It means using salesmen with high ego drives, good closing skills, reasonable product knowledge and good-to-high profit-per-sale averages.

"If you as a converter are selling upscale products in downscale dealerships, typically they won't have the types of salespeople who can sell your product effectively," Hills said.

By carefully watching the dealerships it uses and providing them with the right mix of products, U.S. Conversions managed to increase its average price-per-unit sale by $400, said G.R. Soos, U.S. Conversions vice president and general manager.

Many converters are wholesale oriented, stuffing dealers with inventory on the theory that, once loaded up, a dealer will find some way to move it. They also continually seek new dealers, rather than cultivating and honing the sales skills of those they already have, he said.

Proper retail training is all-important because Hills' study found, for example, that 87 percent of van conversion buyers have no preference for any particular brand and 75 percent have no loyalty to any manufacturer, whether Ford, Chevrolet or Dodge.

"That tells us that when working with our dealerships, we have to prepare them to sell — or train their salespeople to sell — against competitive dealerships across the street," Hills said.

"If a customer is shopping five or six dealers, it also shows he's seeking information." He said half of the buyers rely on dealers for their information and 87 percent buy units out of stock.

Aviator's new entry-level model
Aviator Van Conversions, Wakarusa, Ind., introduced this new entry-level Navigator model, designed to undercut competition by $1,000 to $2,000. To go with the standard exterior shown here, it also offers a color-coordinated TV, oak veneer table, sidewall console with chrome beverage holders, four reclining captain's chairs and matching sofa, oak-accented door panels, thicker automotive carpeting and other items.

LOTTERY: *RVIA schedules space drawing; 2 safety seminars slated for July*

RESTON, Va. — The Recreation Vehicle Industry Association has been busy. It has announced a drawing date for exhibit space at its show in Louisville, Ky.; has teamed a set of July safety-standard seminars with regional midyear membership meetings; and has developed new advertising and promotional materials.

The drawing for exhibit space at the 1988 National RV Trade Show will be held June 15 at RVIA's headquarters here.

Manufacturer space will be assigned by lottery, starting at 9:30 a.m. The first draw will go to RVIA members with six or more years of consecutive exhibit participation in the show, the second draw to all other RVIA members and the third to non-member exhibitors.

The initial offering of space for manufacturers earlier this year brought requests from 100 exhibitors for 536,900 square feet of space. Currently, manufacturer space is sold out.

Due to heavy demand, space will be allocated. Each maker's allocation will be based on the amount of its contribution to the total revenue RVIA received in fiscal 1987 from membership dues and the purchase of seals and manufacturer certificates of origin.

Non-RVIA members and new members are limited to 1,000 net square feet of space.

Suppliers received initial space offerings in mid-May. Their space assignments will be made after all manufacturer space is assigned, using the seniority system combined with the lottery system.

To participate in the space drawing, manufacturer exhibitors must submit a deposit for 40 percent of their space request no later than June 10. Supplier exhibitors must submit a 50 percent deposit by then.

The National RV Trade Show, in its 26th year, is the largest trade-only show in the RV industry. It is expected to draw more than 10,000 RV dealers and industry officials to the Kentucky Fair and Exposition Center in Louisville, Nov. 29-Dec. 2.

Meanwhile, RVIA has teamed a set of July seminars on the federal motor vehicle safety standards with regional midyear membership meetings.

The seminars are aimed at production managers, engineers, purchasing agents, legal counsel, marketing directors and parts suppliers. Participation is one of several requirements for a new van converter to qualify for RVIA membership.

The first set of events, consisting of a daytime seminar and an evening membership meeting, is scheduled for July 19 at the Embassy Suites Hotel, Santa Ana, Calif.

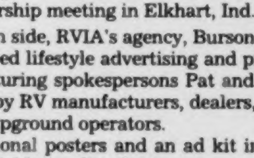
A second seminar is planned for July 21 at the Bendix Theater-Century Center, South Bend, Ind., with a subsequent membership meeting in Elkhart, Ind.

On the promotion side, RVIA's agency, Burson-Marsteller, has developed lifestyle advertising and promotion materials, featuring spokespersons Pat and Shirley Boone, for use by RV manufacturers, dealers, show promoters and campground operators.

Colorful promotional posters and an ad kit including photos are available for distribution.

Warmer weather means it's show time for RV industry

RV TRENDS



JOSEPH BOHN

With the onset of warm weather, RV shows are flourishing.

The South Bend, Ind., show, traditionally among the three largest annual events, will be minus a few of its usual participants this year, however.

One division of Coachmen Industries, Coachmen RV, won't be there, according to Sue Bartee, show manager for the 34th annual Midwest Manufactured Housing and RV Show. She added that Coachmen's other four divisions will be in attendance.

Also absent from the event this year will be Travel Craft and Fleetwood, Bartee confirmed.

The South Bend show will run Aug. 9-14, with Aug. 9-11 being trade days and Aug. 12-14 public days.

The show is sponsored by the Indiana Manufactured Housing Association and the Recreation Vehicle Indiana Council.

One of the show's highlights this year will be an appearance by country and western singer Janie Fricke on Wednesday evening, Aug. 10. Admittance is free.

Meanwhile, the South Florida RV & Camping Show, a five-day event in Miami, ended May 1 with a a good attendance gain over last year.

The exposition spotlighted nearly 45 RV lines and camping products from 30 major suppliers, according to show coordinator Cliff Ray.

Sponsored by the South Florida Auto-Truck Dealers Association, the show featured a variety of RVs, such as van conversions, trailers, campers and motor homes.

Participants are planning a similar event for next spring.

Meanwhile, the National Van Conversion Association, Greenfield, Ind., claimed a big success for its Supplier Showcase '88 show, based on reports from exhibitors who accounted for 75 percent of the spaces.

The trade show will expand in 1989 to the lower level of the South Bend, Ind., Century Center, which will accommodate 37 additional booths.

The 1988 trade show recorded a 22 percent increase, with van conversion companies from 33 states and Canada attending, according to the association.

Greenville, S.C., will host the National Van Conversion Association's Southern Supplier Showcase Aug. 24-25 at the Palmetto International Exposition Center.

The show will be a combined supplier and certified van manufacturers' show.

The association believes that relocating to Greenville will make the show more accessible for attendance by van manufacturers, dealers and RV centers.

The timing for the show, it added, will put suppliers and manufacturers together during late summer in anticipation of the new model year.

The Supplier Showcase will have space for 77 suppliers and 10 van manufacturers.

RV Expo '89, a yearly event in Harrisburg, Pa., will run as a trade event Sept. 12-14 and will be open to the public Sept. 14-18.

Theme of this year's show, which is going into its 20th year, is "Puttin' on the Ritz."

The show is sponsored by the Pennsylvania Recreational Vehicle and Camping Association.

European sales falter; 1st drop in 15 months

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — New-car sales in Western Europe dipped in April, the first decline in 15 months for the booming European industry.

The April results — reflecting lower sales in four of Europe's six largest markets — may be the first evidence of a widely predicted downturn that failed to materialize in the first quarter of 1988. The last monthly decline was in January 1987.

April sales in Western Europe's 17 markets dropped 3.2 percent from April 1987. Volume totaled 1,183,700 last month, down from 1,222,400 a year ago, according to industry estimates compiled by Automotive News.

Fiat Group remained No. 1 in European year-to-date sales with 15.7 percent of the market. However, Volkswagen's successful launch of the Passat enabled it to outsell its Italian competitor in April.

Through the first four months, European sales were 6.2 percent ahead of the record 1987 pace, when sales topped 12.4 million. Most analysts had forecast at least a slight drop-off in 1988, though most expect another year well in excess of 12 million units.

West Germany, Europe's largest single market and the third biggest in the world, was down 7.4 percent in April and was virtually flat for the first four months. Sales through April totalled 951,900, compared to 947,400 during the same period last year.

Sales also declined in France, the Netherlands and Spain in April. It was the first hint of a slowdown in Spain, which has been by far Europe's most buoyant single market in the past 22 months.

Fiat Auto, which includes Alfa Romeo and Lancia, was 10.1 percent ahead of its 1987 rate. Fiat sales of 717,100 through April were boosted by a healthy Italian home market.

Alfa was up 15.8 percent in Italy due to strong early response to its new 164 model. There were more than 20,000 orders for the big Alfa sedan as of last month, delaying the planned introduction of the car elsewhere in Europe.

The Fiat market share could go even higher as its new Fiat Tipo subcompact and the 164 are introduced in more European markets this year. The new models could enable Fiat to end VW's three-year reign as Europe's sales leader. Still, VW narrowed the gap in April as its new Passat intermediate got off to a fast start.

VW ranked No. 2 through April, with sales of 652,300, an increase of 3.9 percent over 1987 and a 15.4 percent share. However, introduction of the Passat, for which September-October delivery times are now being promised in Germany, helped VW outsell Fiat in Europe last month.

Peugeot S.A. was third in the four-month standings with 12.8 percent of the market and posted the largest growth in 1988 among Europe's six full-range manufacturers.

The French maker, including the Peugeot and Citroen brands, sold 582,000 new cars through April, an increase of 14 percent. Peugeot SA was up 32 percent in the United Kingdom and increased sales 11.2 percent in France, compared with growth of 5.9 percent in the French market overall.

Ford was fourth through April with an 11.3 percent share and a sales increase of 3.4 percent to 515,400. General Motors followed at 10.6 percent on volume of 486,100, a 2.2 percent increase.

Renault ranked sixth with sales of 475,200, a 4.2 percent improvement over last year and a 10.4 percent share.

Among other manufacturers, BMW benefited from the launch of its new 5 series in Europe. Four-month sales were up 13.4 percent to 116,800, and European market share climbed to 2.6 percent from 1987's 2.4 percent.

Combined sales of Japanese manufacturers were up 7.3 percent for the year to 494,700, however, market share slipped to 10.8 percent from 11.3 percent for all of 1987 in Western Europe. Nissan remained the top Japanese brand in Europe with four-month sales of 126,600, an increase of 13.2 percent.

After West Germany, Italy was Europe's second-largest market through April. Italian sales totaled 832,800, up 11.4 percent over last year's figures. Sales in Italy rose 2 percent in April.

Volume in the United Kingdom improved 8 percent in April — the best performance among Europe's big national markets — and was up 10.3 percent for the year. The United Kingdom counted a record 2 million sales in 1987.

France slumped 1 percent in April, but sales for the first four months rose 5.9 percent to 728,300. New-car sales in the Netherlands plummeted 22.6 percent for the month and were down 11.2 percent for the year to 223,200.

Spain was off 5.1 percent in April, the first monthly decline since the summer of 1986. For four months, Spain was 16.6 percent ahead of last year's record pace, which brought sales of well over 900,000 units. Spanish sales through April totaled 348,100.

Sales also declined in Portugal, Norway, Ireland, Denmark, Belgium and Luxembourg during April.

Easter break cuts S. Africa sales

JOHANNESBURG, South Africa — Auto sales here maintained their momentum in April despite negative seasonal factors. However, recent government measures to cool the economy and accelerating vehicle prices indicate the market's current buoyancy may be short-lived.

April's sales of 18,822 passenger cars were down 14.57 percent from March's four-year high of 22,032. But the decline was not unexpected, due to the reduced number of selling days because of the Easter holiday.

April's total was still 15.81 percent above the year-ago month's count of 16,253. The same pattern held in sales of light, medium and heavy commercial vehicles.

With waiting lists of up to four months on some models, industry sources expect sales to hold up well in the short term. However, recent measures to limit the availability of credit and the closing of a loophole that allows long-term auto rental programs for private individuals are expected to deflate sales in the second half of the year.

Another factor is an upturn in the rate of vehicle price increases, fueled by sliding exchange rates. Most makers are due to hike prices about 4 percent in June.

Cut in Subaru shipments to U.S. reported in Japan

TOKYO — Nihon Keizai Shimbum reported that Fuji Heavy Industries plans a 20 percent reduction in the number of Subarus it ships to the United States between April and September of this year.

The newspaper said the company is cutting shipments in an effort to control inventory in the United States until it introduces new models toward the end of the year.

Fuji spokesmen said the news reports were simply speculation.

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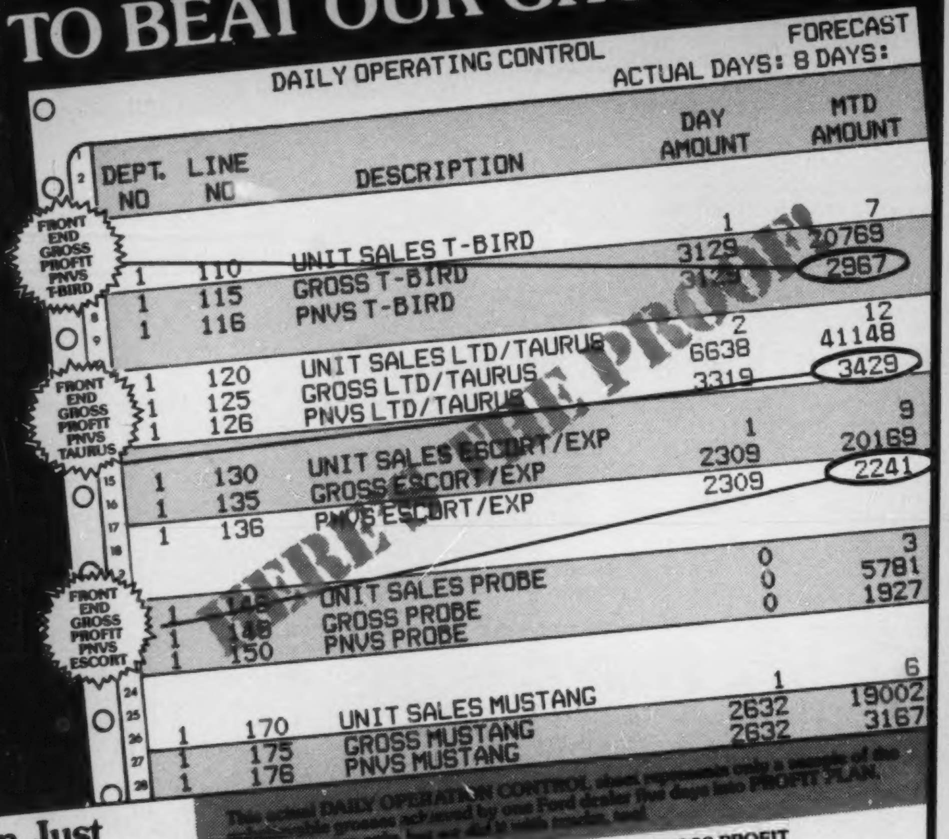
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DEPT. NO	LINE NO	DESCRIPTION	DAY AMOUNT	MTD AMOUNT
1	110	UNIT SALES T-BIRD	1	7
1	115	GROSS T-BIRD	3129	20769
1	116	PNVS T-BIRD	3129	2967
1	120	UNIT SALES LTD/TAURUS	2	12
1	125	GROSS LTD/TAURUS	6638	41148
1	126	PNVS LTD/TAURUS	3319	3429
1	130	UNIT SALES ESCORT/EXP	1	9
1	135	GROSS ESCORT/EXP	2309	20169
1	136	PNVS ESCORT/EXP	2309	2241
1	146	UNIT SALES PROBE	0	3
1	148	GROSS PROBE	0	5781
1	150	PNVS PROBE	0	1927
1	170	UNIT SALES MUSTANG	1	6
1	175	GROSS MUSTANG	2632	19002
1	176	PNVS MUSTANG	2632	3167

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